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the Manufacturing Confectioner



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with **D&O Imitation Banana #9280**

Here's a new and delightfully different

Banana flavor . . . one that is effective in all types

of candy. The price is low, concentration high, and the excellent flavor

character both delicate and pervasive. As for economy

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ounce of D&O Imitation Banana #9280 will flavor, to complete

satisfaction, 100 pounds of Marshmallow Peanuts! If you

are looking for a "Top Banana" seller, we urge you to

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ESSENTIAL OILS • AROMATIC CHEMICALS • PERFUME BASES • FLAVOR BASES • DRY SOLUBLE SEASONINGS

it's time to see

the man from Blumenthal...

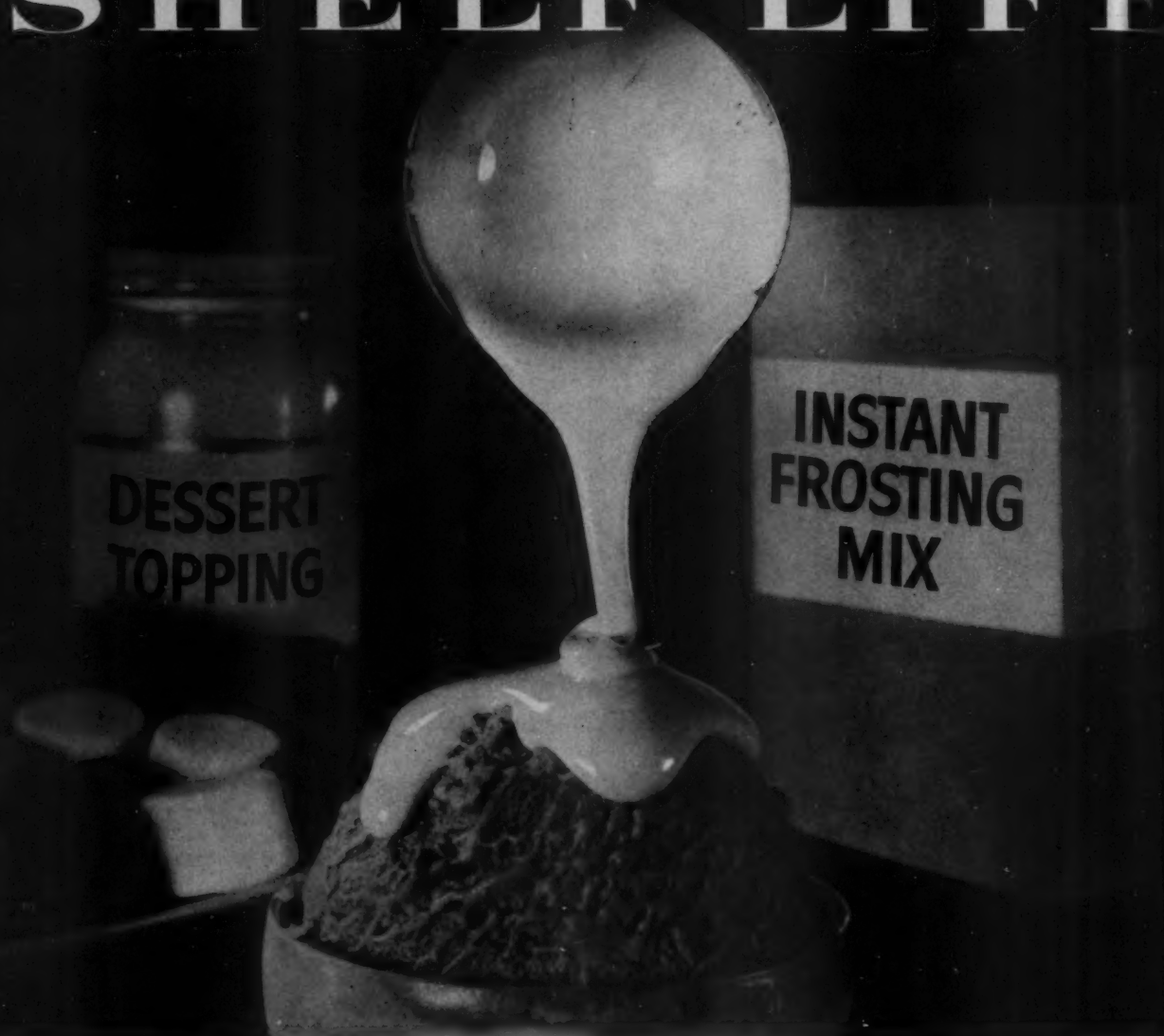


You'll never catch the man from
Blumenthal napping. The "wide awake"
quality of his products is the kind you
dream about. If slow sales have been giving
you sleepless nights, before you retire,
see the man from Blumenthal.

BLUMENTHAL BROS. CHOCOLATE CO. • MARGARET AND JAMES STS., PHILADELPHIA 37, PA.
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S H E L F L I F E



What single ingredient improves shelf life and reduces cost?

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1. Confections keep longer on your shelves when produced with Angel-Whip.
2. Cast Marshmallows have lasting tenderness and superior "toastability" with Angel-Whip.
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Angel-Whip is made from the highest quality dairy products. Each lot is laboratory controlled for moisture, sediment, acidity, and flavor. Special processes are used to insure uniform whipping and stability standards. Try it; see for yourself how it can improve your product and your profit picture. For complete information and a working sample, please write our Technical Service Department 115.

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WESTERN CONDENSING COMPANY, Appleton, Wisconsin • World's Largest Producer of Whey Products

Mcandy business

Harold S. Mohler has been appointed assistant to the president of Hershey Chocolate Corp. Louis C. Smith has been named Assistant Chief Engineer.

J. A. Cummings has been appointed General Sales Manager for The Cracker Jack Company, and E. A. Harbke is the new Merchandising Manager. Both men have been with the firm for many years.

R. M. Wilson has been named National Confections Products Sales Manager for Kraft Foods Company.

Kern Foods, Inc. has purchased land in suburban Cincinnati for a new factory building. It is expected that the firm will occupy the building late this summer.

Hebert Candies, Inc. has purchased land on Route 9 in Leicester for a factory to serve all their stores and to include a retail store.

F. C. Hilker has been appointed vice president of Jolly Rancher, Inc., Colorado retail and wholesale manufacturer of candies.

Mary Oliver Candies was forced from their plant because of highway construction, moved to a building at 21-23 Orange St., New Haven, Conn. They now have twelve stores in New Haven and surrounding cities.

Cocoline Products, Inc., Long Island, New York chocolate firm, has acquired a modern plant of double their present size in Brooklyn, and plans to produce added speciality items.

Richard Rice, formerly New England representative for Rockwood Chocolate Co., has purchased Display Center of New England. The business makes artificial chocolates and display boxes of candy.

Norman Kempf director of research for Walter Baker Division of General Foods, is vacationing in Venezuela, where he will visit a new General Foods chocolate plant there.



Counter clockwise from the upper right: Claude Barnett of Lucy Lynne Candies and chairman of the New York section of the AACT introduces C. A. Hermann of the Food and Drug Administration at the February meeting. ---Merle Farnham of Dairyland Food Laboratories spoke to the Chicago section of the AACT in February on modified milk powders.

In ceremonies at the New York Cocoa Exchange the flag of Ghana is displayed in honor of the new nation. Holding the flag is Norman Statham of the British Consulate of New York, Alwyn Fischel president of the Cocoa Exchange and Bonsu Anane, vice president of the Gold Coast Cocoa Students Council. The nation of Ghana comprises the former colonial areas of the Gold Coast, the major cocoa producing area of the world.

At the New York Candy Club annual party, Irvin Shaffer (right) is giving the eulogy for Jim McHugh, the club's outgoing president. --- At the same meeting Charles Nickel, buyer for H. C. Bohack, installed the new officers. Beginning at the left is Mr. Nickel, Joseph Cognetti, new president with D. C. Sales, Jerry Bloom, new first vice president and candy broker and Robert Pearsall, new second vice president with Charms.

The board meeting of the National Candy Wholesalers Association in New York showed an informal conversation between Harry B. Hedrich, director from Presque Isle, Maine; J. L. Culpepper, director from Richmond, Virginia; and Bob Reese, H. B. Reese Candy Company --- E. J. McCoy, Director, Canton, Ohio, bones up on pertinent data before the meeting --- getting adequately fortified for the ordeal ahead are J. P. Fritz, board chairman from Newport, Minn; Morton Singer, president of Jersey City, N. J. and Mac McMillian, executive secretary.



SALE
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stands out
in a crowd
like a
DANIELS
WRAP

It's true -- **DANIELS** wraps stand out in a crowd. And they also place first in "buy appeal." There's no magic involved. It's simply because **DANIELS** concentrates its entire creative effort on flexible packaging... tasteful designs which reflect the goodness inside the package... and invite sales again and again. If you want your packages to stand out from the crowd... it will pay you to consult **DANIELS**.

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for March 1957 - 7



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TO KEEP

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We've developed some wonderful grape flavors in our time . . .
sweet, rich, full-bodied Concords . . . light, ethereal
Californias . . . but never one quite like our new

SOUR GRAPE IMITATION No. 25145

This is a masterpiece of skillful compounding.
It has what you might call "flavor depth" with all
of the subtle overtones and undertones that characterize
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The resulting flavor is one for which there should be
sizable demand as SOUR GRAPE IMITATION NO. 25145
is excellently suited for use in hard candy, pectin jelly
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Drop us a line on your letterhead if you'd like a **FREE**
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the Manufacturing Confectioner

with International Confectioner

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March 1957

Volume XXXVII—Number 3

Edited and Published in Chicago

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The vacuum tunnel makes possible continuous "puffing" of aerated candy like mints and malted milk balls. 27

Automatic dry blending

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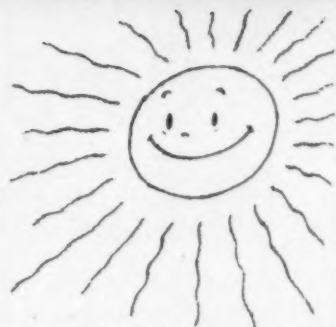
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ON HOT
SUMMER
DAYS...



WHEN THE SUN IS REALLY BRIGHT



PEOPLE GO BY HERE ...



AND BUY HERE *

* BECAUSE THEY
CAN SEE THE
TRUE LIFE
SUN EXHIBIT
DISPLAY CANDIES



...FRESH from America's Dairyland

marshmallow made with **SWIFT'S SUPERWHIP** GELATIN

A century of experience in producing quality confectionery products fresh from America's Dairyland played a major role in the Robert A. Johnson Company's selection of Swift's Superwhip Gelatin. This leading Milwaukee firm uses Superwhip exclusively in their chocolate covered CAMEL WHIP because they have found that Superwhip helps to give them the stability needed to help preserve a tender, yet springy texture—so characteristic of their product.

If you're looking for the means to produce a finer marshmallow, try Superwhip. The superiority of Superwhip shows in its uniformity of performance from shipment to shipment . . . and in the longer shelf life of the marshmallow.

Use the coupon below for further information or a trial drum.

ONE TRIAL IS BETTER THAN A THOUSAND CLAIMS

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102nd YEAR

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Please send us:

☐ Information on Swift's SUPERWHIP Gelatin

☐ 100# trial drum of Swift's SUPERWHIP Gelatin at the large drum price . . . to be tested in our operations. We understand, if not fully satisfactory, it may be returned for credit at your expense.

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CITY _____ STATE _____

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This offer expires March 31, 1957

GE-1

The Sweet and The Sour

An exchange of letters took place a few weeks ago between Sir Eric Tansley, head of the Gold Coast Cocoa Marketing Company, the sole cocoa marketing organization in the area which produces close to half of the world's cocoa, and Clive C. Day, president of the Association of Cocoa and Chocolate Manufacturers of the United States, by far the world's largest users of cocoa products.

The exchange was initiated by Sir Eric, who wrote of the grave situation with regard to world cocoa prices and their effect on the economy of the Gold Coast, in addition to their probable long range effect on the supply of cocoa. He asked Mr. Day about the efforts that were being made to push the consumption of cocoa products in order to use the large supply of cocoa now available in the world.

Mr. Day's response to Sir Eric dealt with the problems of translating the lower prices now being enjoyed by refiners into equally good consumer values, and of building up the market lost to some extent during the many months of admittedly excessive price less than two years ago. He also mentioned the obvious fact that a rather large surplus this year may very easily, with very poor growing weather in the next few months, turn into an equally unfortunate shortage.

During the period of greatly inflated prices for cocoa, many manufacturers turned to a compound coating, made up of cocoa powder and some type of fat that more or less resembled cocoa butter in physical properties. It seems safe to say that since their peak use, the market for these coatings have dropped something over 75%. Yet their use continues, replacing to some small extent the use of cocoa products. And their continued use is a constant challenge to cocoa, for at a time when cocoa prices may rise steeply again, the experience with these products can be utilized quickly.

In yet another direction the continued use of these coatings threatens the use of cocoa products. Continuing research on the constitution, construction and crystallization of cocoa fat and other fats will undoubtedly bring closer and closer a coating fat equal to cocoa butter, and perhaps one that surpasses cocoa butter in some respects. This is just one minor aspect of the present surplus of cocoa. It may, in time, become the major factor.



ALMOND VINEGAR CUTS

CHOPPED-ROASTED ALMONDS give this confection that "extra something" you always find in the candies people like best. We'll be glad to send you the formula. Try Almond Vinegar Cuts dipped in milk chocolate (with ground almonds mixed in) or dipped, then rolled in almonds. And use the economical sheller-run grade. Blue Diamond sheller-run, of course. You can depend on Blue Diamond quality. No dust or foreign particles. No excess moisture. More good almonds for your money. Write for free book of almond formulas.

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For the *choice* qualities—

BEST FOODS OILS

Kisses, taffees, nougats and all chewy goods become prime choice when Best Foods oils are used.

Best Foods oils are preferred by quality minded candy manufacturers everywhere.

NUCOLINE — 76°

FILBISK — hydrogenated coconut oil, 92°-110°

S-70-XX Hard Butter — exclusive, patented and uniform in quality; controlled low-melt fractions.

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YOU DO BETTER

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**Your candy has better appearance...
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...Fleischmann's Fancy Pecans

Pecans accent the full, rich taste of your candy products. But you need pecans that stay fresh longer to give your candies longer shelf-life... assure taste satisfaction whenever they are purchased. And when it comes to fine, fresh pecans...

Here's why more and more manufacturing confectioners are choosing Fleischmann's Fancy Pecans:

Fleischmann's Fancy Pecans are bright-colored, full-meated, and firm. You can be sure they will be uniform in size, whichever grade you select. Our expert buyers choose only the "pick" of the pecan crop. These "seedling" pecans have a higher oil content for long-lasting flavor. And they stay fresh longer because they're fresher when you get them.

Remember! Your candies will taste even better... and sell faster... when you use the finest pecans—Fleischmann's Fancy Pecans. Call your Fleischmann man today. He'll help you select the grades you need.

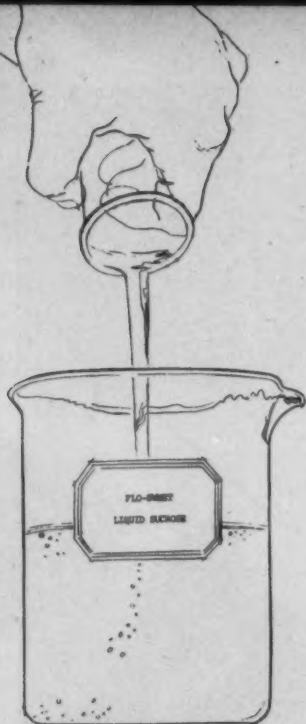
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Ask your Fleischmann man about:
Frozen Egg Whites, Coffee for
Flavoring, and other products.

Fleischmann's *Fancy Pecans*

STANDARD BRANDS INCORPORATED

for March 1957 — 13



This color illustration is reproduced from an unretouched 8 x 10 Ektachrome original. The sample of melted granulated shows the color produced by a mixture of *three* commercial granulated sugars. To accentuate the colors for printing purposes, all samples were photographed in 1000-milliliter beakers; an idea of this size can be obtained from the typing on the labels. Below, a precision nephelometer is used to maintain frequent laboratory checks on Flo-Sweet's consistently lower turbidity—a further measure of refinery efficiency and liquid sugar quality.



IT'S CLEAR TO SEE...

See for yourself! This unretouched photograph reproduces the colors of the eight principal types of Flo-Sweet as precisely as possible with modern printing techniques.

Compare, if you will, Flo-Sweet liquid sucrose with distilled water. Hard to tell them apart, isn't it? Here's sugar quality you can *see*!

Note particularly the melted granulated, shown at the same concentration of sugar solids as the liquid sucrose. Compare it closely with Flo-Sweet industrial sucrose, industrial invert, total invert. Industrial types of Flo-Sweet show less color than granulated, the accepted standard of purity!

REFINED SYRUPS

YONKERS,

SERVING INDUSTRIAL SUGAR USERS EXCLUSIVELY

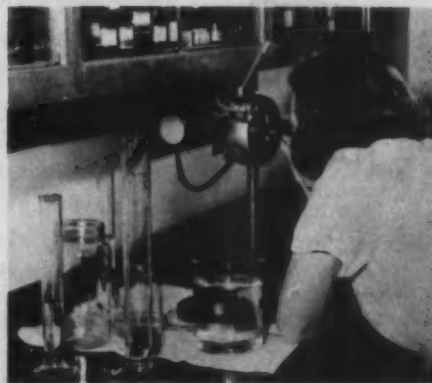




... FLO-SWEET *Quality* IN EVERY DROP!

In Flo-Sweet amber and golden sugars, the colors—and characteristic flavors—are deliberate, and closely controlled. Note the clarity and freedom from haze.

The color of a liquid sugar is, of course, only one indication of its quality. We welcome comparison of Flo-Sweet with any other sugar—liquid or granulated . . . on any basis whatsoever: color, taste, aroma, laboratory analysis . . . or the practical test of how it performs in your own food products. You will discover what many Flo-Sweet users know through long experience: that Flo-Sweet has established exacting new standards of liquid sugar quality!



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NEW YORK

FROM YONKERS • ALLENTOWN • DETROIT • TOLEDO

FLO-SWEET

FIRST IN LIQUID SUGAR



**ATLAS
FRUITBASE
IMITATION
FRUIT
FLAVORS**

IF THE PROBLEM IS FLAVORING

The superiority of Atlas Flavors is recognized the world over. Our Tru-base imitation fruit flavors with a major base in true fruit flavors fortified with expertly blended synthetics to insure lasting taste and aroma, give candy, especially fondants and fillers, real fruit taste. If you are not now using these remarkable flavors we suggest that you send for a trial quantity and make your own comparative tests.

IF THE PROBLEM IS COLORING

There's over a hundred years of experience at your service. Leading candy manufacturers the world over use Atlas Certified Colors in one or more formulations. Our research facilities staffed by recognized coloring authorities will keep you informed of every important technical advance in coloring. Make certain that your products have maximum eye appeal by using Atlas Certified Colors.

FIRST PRODUCERS OF CERTIFIED COLORS

H. KOHNSTAMM & COMPANY Inc.

ESTABLISHED 1851

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BRANCHES IN OTHER PRINCIPAL CITIES OF THE U.S.A. AND THROUGHOUT THE WORLD

16 — The Manufacturing Confectioner

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Holliday specialties in Germany

Custom in Germany dictates that all firms produce completely new sample collections for every Easter and every Christmas season. The struggle to outclass one's competitors is a very real one and the ever growing supply of richly ornamented novelty goods is also a clear indication of Germany's return to prosperity. Seasonal business is regarded as all important by most manufacturers and the bulk of the creative artistic talent in the industry is employed full time, all through the year, on producing specialty designs for these two great seasonal occasions.

Fortunately, aluminum foils, modern printed packaging films and coloured textile or plastic ribbons are all extremely adaptable to ringing the changes from season to season, without necessarily involving very heavy capital expenditure on new plant or moulds. The labour requirement is also not so high as it might seem at first sight. Even relatively expensive trends, such as the use of ruffled foils, ribbon tying or spray painting of printed or part printed foils, are dealt with by organization on conveyor belt lines, the rotating types of packing table being particularly favoured. There

No short survey of the sample collections actually on offer can possibly pretend to be complete, especially when it has to be prepared before the displays are actually on view in the retail shops, but it is hoped that the present brief introduction to the 1957 German Easter scene will be of some value as showing a more or less representative

cross-section of what is offered and possibly also presenting ideas as to how European experience can be turned to advantage in U.S.A.

Fig. 1. Even the simplest hollow chocolate shapes can be given a "new look" by means of relatively inexpensive treatments with suitably printed foils. Fig. 2. The more elaborate figures, in this case the traditional Easter hare, can be produced in a wide variety of attractive forms by means of comparatively simple treatments. Black crepe paper, held in place by a black ribbon, is the keynote of the chimney sweep's costume, whilst red crepe paper is similarly used to form the coachman's cloak. The two sportsmen on the left, on the other hand, rely on heavily lacquered foil to emphasize their costumes.

Fig. 3. Simple additions to the ordinary hollow chocolate figure—neck ribbons for the ducks and a bell for the hare—can be made so as to add quite markedly to the appeal and the sale value of an otherwise rather ordinary figure.

Fig. 4. It is far from unknown for ordinary assorted chocolate packages to be laid out in a form with a special seasonal appeal. These film over-wrapped boxes, with egg shaped sweets lodged in racks or cut-outs of gold faced card, are a particularly good example; they are actually of the rather expensive variety, as the fillings comprise an assortment of alcoholic liqueurs and are intended for sale to the adult market.

Fig. 5. More variants of the foiled chocolate figure,

want better

use



confectioners'
corn syrup

TASTE?

TEXTURE?

TECHNICAL
SERVICE?

It costs no more *to be sure of always* getting the extra quality you want in your confections. OK Confectioners' Corn Syrups are made from the finest corn and processed by the most modern facilities.

You're *assured of uniform extra quality* whether you use OK REGULAR CORN SYRUP, OK HIGH DEXTROSE CORN SYRUP, OK THIN BOILING STARCHES or OK MOULDING STARCHES.

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For better texture, taste, and technical service, write, wire, or phone for prompt attention to your special problems, without obligation, of course.

The Hubinger Company

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with a bundle of "lucky shamrock leaves" as a more than usually edible looking alternative. This last is clearly a carry-over from the Christmas tree hanger trade, but it is still obviously very acceptable as an Easter novelty.

Fig. 6. No survey of any German confectionery novelty range would be complete without at least one example of the very richly ornamented presentation piece—in this case, a monster chocolate egg in an imitation hat box. These presentation pieces, for which extremely rich colour combinations are used for all the foils, ribbons and decorative additions, are made by all the leading firms. The principal piece is almost always an egg in two halves, with different styles of foiling on each half and a rich filling of assorted chocolates within, the whole being boxed in any of a wide range of fitted cartons or transparent plastic containers. The turnover may be small, but either the profit margin or the prestige value must be high, as every year sees a fresh crop of these exclusively luxury pieces.

In general, it has become almost a standard practice for hollow chocolate figures to be close foiled in aluminum foil, often printed in the most attractive colors. Nevertheless there are still factories, and not only the smallest or least mechanized, which make use of colored cocoa butter inlays for decorative purposes. Completely unwrapped goods are nowadays very rare, but this type of chocolate figure is always displayed in such a way as to show off the rich brown glossiness of the chocolate itself, usually by packing in transparent film bags.

The well made inlaid article utilizes small amounts of colored cocoa butter to give life to an otherwise somewhat colorless figure and a few illustrations of actual lines on the German market may help to illustrate the sort of effect which is commonly sought.

Fig. 7 shows a group of chocolate May Bugs, such as are to be seen in all German confectionery shops during the early summer. The May Bug may be an unattractive looking beast, even a bit of a plague, but good sales promotion techniques are an old habit in Germany and every child learns that a May Bug is a sign of good luck, to the benefit of the confectionery manufacturer. In this particular case, the eyes have been lightened with a blob of light color and the wing cases have been emphasized with a thin layer of a reddish brown coloration. The legs, incidentally, are always stamped from a sheet of black lacquered cardboard.

Fig. 8 shows a group of animal figures in which cocoa butter has been similarly used to emphasize individual features; the hare pulling the cart, for instance, has a pink neckband whilst the cart has green shafts and red wheels. The small birds with their light colored beaks and multi-colored head combs, wing feathers etc. are also particularly attractive; these last are low priced articles, but the touch of color makes a great difference to their sales appeal.

So much for the appearance of the finished ar-



Fig. 1



Fig. 2

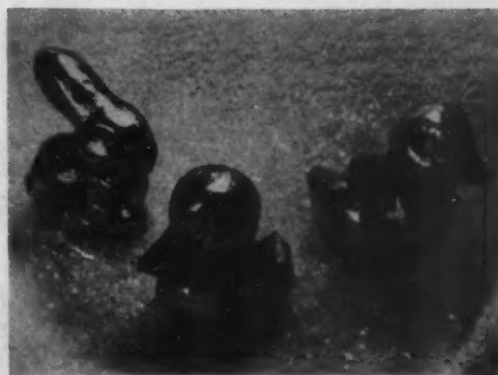


Fig. 3

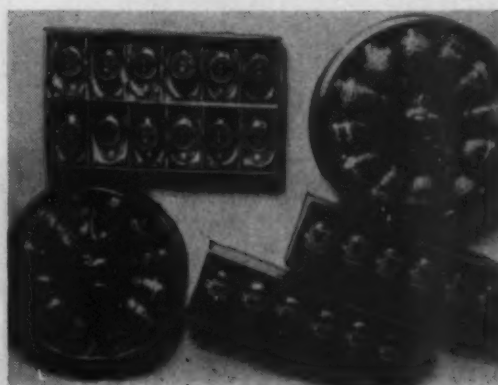


Fig. 4

Fig.
5



Fig.
6



Fig.
7



Fig.
8



ticle and now for some details as to how the effect is achieved in practice. It is usual to speak of this form of decoration as a colored cocoa butter inlay but actually pure cocoa butter is not particularly suitable; it is too expensive, too fluid and also far from satisfactory from a flavor point of view. In practice, cocoa butter is generally mixed with icing sugar and maybe flavorings as well. The amount of added icing sugar varies quite considerably but the finished total fat content of the mix is seldom reduced below 30%; a typical average mixing would be 40 parts of cocoa butter with 60 parts of icing sugar, though the proportions are usually varied according to the covering power and tack required for the particular job. Very small quantities of fat soluble colorings are mixed in; too stark colors are always to be avoided and pastel shades work out much better in practice.

The method of application is comparatively simple but requires a little practice. The colored paste must be tempered, just as chocolate is, and it is usually held in small thermostatically controlled tempering bowls. The moulds are pre-heated in the normal way and are usually taken out of the circuit of the spinning plant or the shell plant immediately after the mould heater; the colored paste is then simply "painted" or "blobbed" into the mould by hand with the help of a small horsehair brush. The brush must be of the correct size for the particular job; nylon hair brushes are also proving quite satisfactory. The painted mould is then put straight back into the depositor circuit and the chocolate moulding job is carried on in the normal way. When more than one color is required, it is usual to have one station for each separate color and the work is handled on a flow system, the moulds passing through each station and then back to the chocolate depositor. Naturally, to avoid flowing or smearing of the inlays, the consistency of the inlay must be just right, with respect to the size of the inlay itself and the consistency of the chocolate which is to be deposited on top of it; with a little experience, this is found to present no insuperable difficulties in practice.

It is not uncommon to find armchair critics who deride the practice of inlaying as expensive and wasteful of labor. It should not be forgotten, though, that foiling of the larger figures is seldom satisfactorily accomplished by mechanical means alone. A well organized inlaying station on a modern moulding plant can often return a lower cost per piece than a foiling station and buyers sometimes also like to be able to see what it is that they are buying; for the man who has a chocolate which is good to look at, and who knows how to wrap the finished piece in a way which does not detract from its appearance, inlaid moulded goods can still prove a very competitive alternative to the display arts of the foil manufacturer and the modern color printer.

Finer food colors
for today and tomorrow



National

C E R T I F I E D

FOOD
COLORS

Creative research goes forward unceasingly at our Buffalo Research and Engineering Center to assure you of a broad spectrum of pure, uniform Certified Food Colors.

Simultaneously, our Technical Service Laboratories continue to give prompt, practical help on re-matches and new color formulations. With hardly an exception, users of National Certified Colors are today packaging more appetizingly colored foods than ever before.

We shall be happy to help you increase the sales-appeal of existing or contemplated lines through the better use of amply available National Certified Foods Colors. A phone call or note to our nearest office will get immediate, intelligent attention.

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Allied
Chemical



Sweeten Your Sales

with containers that **SELL**



Customers are often inspired by a container to buy confections on impulse. They buy again and again when they can depend upon factory freshness. These containers, the kind that win extra sales and preserve the goodness of the confectioner's skill, are made of lithographed metal by J. L. Clark.

Here is a complete container service. Artwork to catch the eye and whet the appetite is created in our Impulse Design Studio—or, your own design can be faithfully adapted by J. L. Clark to the lithographic process. Clark engineering develops snug-fitting structural design. Craftsmanship in lithography, modern facilities fabricate confection containers of flawless quality.

Your sales can be sweeter with lithographed metal containers from Clark. Write today for a sample container . . . see what Clark can do. *J. L. Clark Manufacturing Co., Home Office and Plant, Rockford, Illinois; Liberty Division Plant and Sales, Lancaster, Pa.; New York Sales Office, Chrysler Bldg., New York 17, N. Y.*

Lithographed Metal Containers **J. L. CLARK**



March, 1957

Candy Equipment

PREVIEW



Latini's Proven Profit Maker

**200 Pops Formed & Wrapped
Per Minute**

Low labor cost pop operation—one operator does work of 4 people.

The wrapped pops go right through for cooling, then packing.

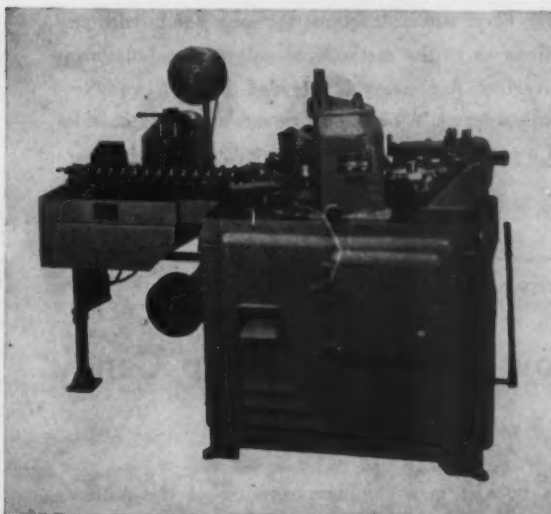
There is no handling, chipping, breaking, etc.—

Die pop is free of fins—eliminating scrap.

Positive stick insertion—all straight and true.

Weight of pop is variable without change of dies.

Sandwich wrap saves up to 50% of other type wraps.

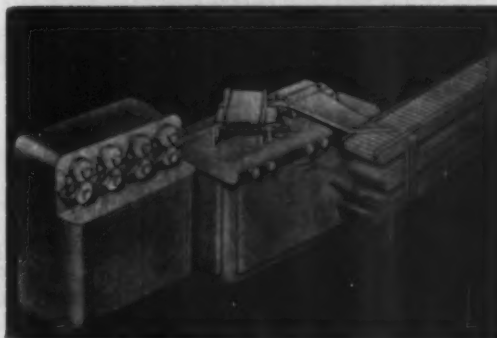


**LATINI DIE POP MACHINE
WITH CONTINUOUS WRAPPING ATTACHMENT**



HOHBERGER CONTINUOUS CREAM MACHINE

Fondant at its Best
Smooth
Creamy and
Shiny White
up to 2000 lbs. per hour
Straight Sugar Fondant or
with any amount of
Corn Syrup



M.F.P. STICK-MASTER patent pending

New Style—Twister, Cutter & Straightener
Flexible—Satisfies all lengths and diameters
Productive—Up to 1200 inches per minute
Sanitary—Stainless steel finish—Candy always in sight

John Sheffman, Inc. • 152 W. 42nd St.

New York 36, N. Y.

Helpful Books for Candy Plant Executives

Choice Confections

by *Walter Richmond*

This new book contains 365 formulas for making two batch sizes, one for hand work and one for machine work. There are instructions for each batch, with suggestions as to the methods of coloring and flavoring for variety. A glossary is included, both of candy and chemical terms. All of the formulas are cross indexed, and a complete chapter is presented on chocolate.

How to Salvage Scrap Candy

by *Wesley H. Childs*

This booklet is a complete revision of the author's work "Modern Methods of Candy Scrap Recovery" published in 1943. A considerable amount of information has been collected since that time on methods and techniques of salvaging scrap candy. This booklet covers all types of candy, and gives many practical and economical ways of converting scrap candy into a useful form for re-use.

A Textbook on Candy Making

by *Alfred E. Leighton*

Here is a textbook where the reader can learn the basic fundamentals of candy making, the "how" and "why" of the various operations in non-technical terms. Particular attention is given to the function of raw materials, and why each is included in a formula.

The Candy Buyers' Directory The Directory of Candy Brokers

1956 Edition

The Candy Buyers' Directory is an alphabetical and classified directory of wholesale candy manufacturers giving information on what type of candy is made by each firm, and in some cases the type of packaging used. The Directory of Candy Brokers is a geographical listing of over 600 candy brokers giving the accounts that they handle, the territory covered and the number of salesmen. This directory should be on the desk of every salesmanager as a reference guide. The information contained in these directories is not available in any other published material.

☐ How to Salvage Scrap Candy
\$2.00

☐ Choice Confections
\$10.00

☐ A Textbook on Candy Making
\$6.00

☐ The Candy Buyers' Directory and
The Directory of Candy Brokers
\$4.50

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Enclosed is my check for \$.....to cover the cost of the books
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City Zone State

We've made a BIG MOVE . . .

and it's obviously in the right direction



Although Supermatic has been in this business for only a few years, we're proud to announce our move to larger quarters.

Thanks to our many satisfied customers in the candy, as well as other industries, we have had to enlarge our facilities to accommodate larger parts inventory, to expand our research and experimental laboratories, executive offices and showrooms.

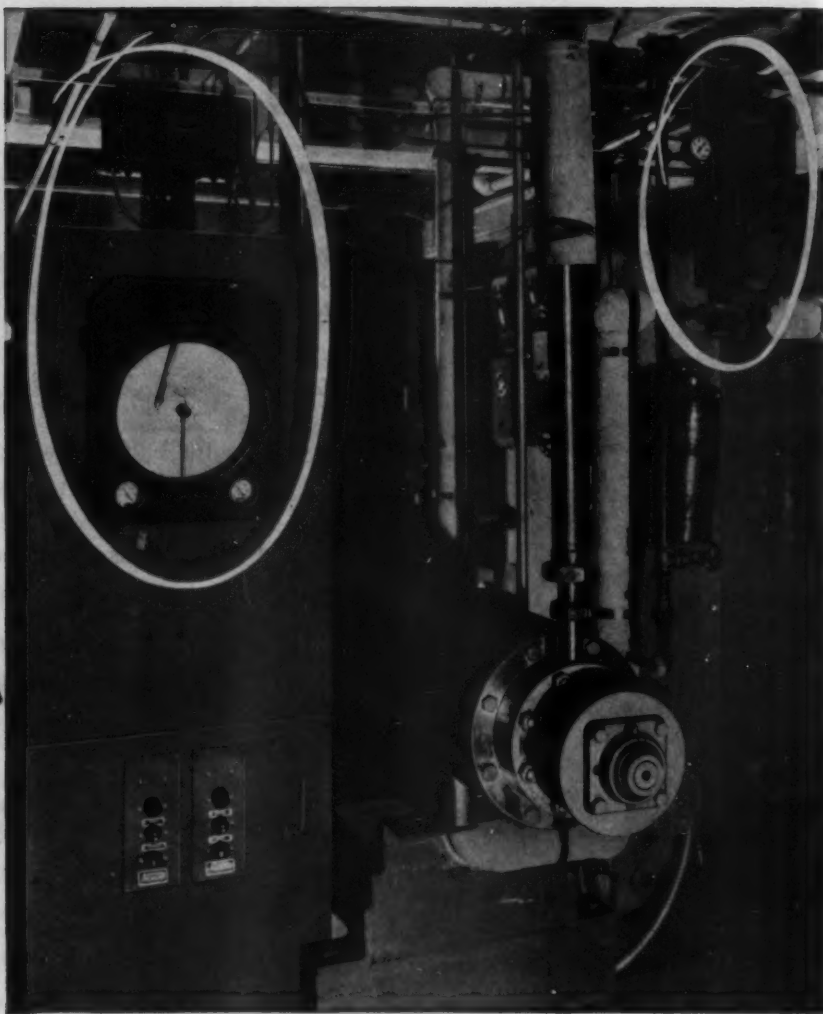
Supermatic G. D. Wrapping Machines have set new and higher standards in the confectionery industry as well as ice cream, soap, cosmetic and others, in which packaging is an important aspect. In every industry served by the 14 Supermatic G. D. models, these machines are the fastest in the world. Quality-wise they're the finest; performance-wise the most economical.

We're might proud of the records we have made and for those we are going to make. To those friends who have helped us, we say, "Thank you".

RAY E. FARINA
President

SUPERMATIC PACKAGING CORPORATION

305 THIRD AVENUE, NEWARK 7, NEW JERSEY



Good Temper of Klein Chocolates assured by Taylor Controlled Votator Chillers I

KLEIN Chocolate Co. gets consistently good temper throughout its broad line of chocolate products because its Girdler VOTATOR* tempering system rapidly cools the molten chocolate while keeping it completely uniform in temperature and crystal size.

Taylor instruments were selected because chocolate tempering requires precise control. Shown above is one of the six VOTATOR chillers in use at Klein's plant. Top left, a TRANSAIRE* Temperature Transmitter signals the exact temperature of the molten chocolate to a TRI-ACT* Controller (not shown) and to the recording receiver on the panel. On the right is a MOTOSTEEL* valve which is actuated by the Controller and governs the flow of the coolant to assure the desired temperature of the emitting chocolate.

Klein benefits with:


1. Consistently improved chocolate quality. Easy maintenance.
2. Flexibility of control for wide range of chocolate products. Speedy on-stream operation and fast change-over between chocolate types.
3. Reduced operator attention. Reduced down-time. Reduced product re-processing. Reduced production costs.

For information on what Taylor Control Systems like this one can mean in your production picture, ask your Taylor Field Engineer or write Taylor Instrument Companies, Rochester, N. Y., and Toronto, Canada.

VISION • INGENUITY • DEPENDABILITY

*Reg. U.S. Pat. Off.

Taylor Instruments **MEAN ACCURACY FIRST**



This 100 foot vacuum tunnel in the Mexico City plant of Dulceris Modela puffs up four thousand pounds of mints a day

Continuous vacuum “puffing”

The Vacuum “Puffer” is a unique piece of equipment that has found several specialized uses in the candy manufacturing field. Though it may be either batch or continuous, the continuous systems are usually used; as the initial cost is not much more than that of batch equipment, and the operating cost is greatly lower.

Essentially, it is used to expand types of candy that are manufactured with entrapped air, and which set to a very firm or hard consistency after cooling. The finished candy must also be porous enough to let air into the candy when it comes from the vacuum, so that it does not collapse when exposed to atmospheric pressure.

Candy is fed into the vacuum tunnel warm, plastic, and aerated, and cut to the size desired. Upon entering the tunnel, the very low vacuum expands the entrapped air, raising the candy from three to more than six times its original size. The vacuum also causes the moisture to evaporate and thereby cool and set the candy.

Vacuum is usually around one inch of mercury, absolute. The volume of the finished candy de-

pends on its plasticity, volume of air entrapped, and time in the tunnel. Mints that are nearly pure sugar will expand and set very quickly, while candies of a tougher nature, such as malted milk balls, will take up to three times as long to expand and set.

Principle components of a vacuum tunnel are a closed tube, through which an endless belt travels. Two pair of rotary vacuum locks admit the candy at one end, and release it from the other end of the tube. Sight glasses are set into the tube at intervals to allow product inspection of the operation. One vacuum pump is hooked up to the space between the vacuum locks at each end of the tube, and one or two more maintain the low vacuum in the tube itself. Of prime importance are filters, to keep sugar dust from entering the vacuum pumps.

Variable speed drives for the belt in the tunnel allow for varying processing times, and for adjustments necessary for formula and size changes, and for different types of candies.

**The answer to YOUR Belt problem
is likely to be in
VOSS "Case History" files....**

Years of specialized experience in the development and manufacture of Belts for application to candy plant requirements has given VOSS an amazing file of "Problems Solved" to draw on, when today's problems look tough.

Time and again, a condition which seems at first glance to be a real baffler turns out to be remarkably similar to some situation (or more often, situations) which we've been called upon to deal with before—and for which we already have the answer, or the approach to it, right on one of our "Case History" cards.

That's one reason why you can figure to save plenty of time and money, when you tell VOSS your troubles in the Belt department. Another big reason is that VOSS has been the leader for years in the actual development of candy plant Belting—in the introduction of proven new methods and materials which do the job better.

Better Belts can help you boost production and cut costs. And "Better Belts" mean VOSS Belts—why not call us in now?



P. O. Box 2128, Hollywood 28, California • 18 Richards Circle, West Newton 65, Mass.

VOSS

**Supplies Every
Belting Need**



**ENDLESS BOTTOMER
and FEED BELTS**

*White Neoprene Treated,
or Plain*



PACKING TABLE BELTING

*Plain, or Treated with
smooth white flexible
coating*



CARAMEL CUTTER BOARDS



BATCH ROLLER BELTING



WIRE BELTING

*for enrobers and special
conveyors*



**CORRUGATED RUBBER
PULLEY COVERS**



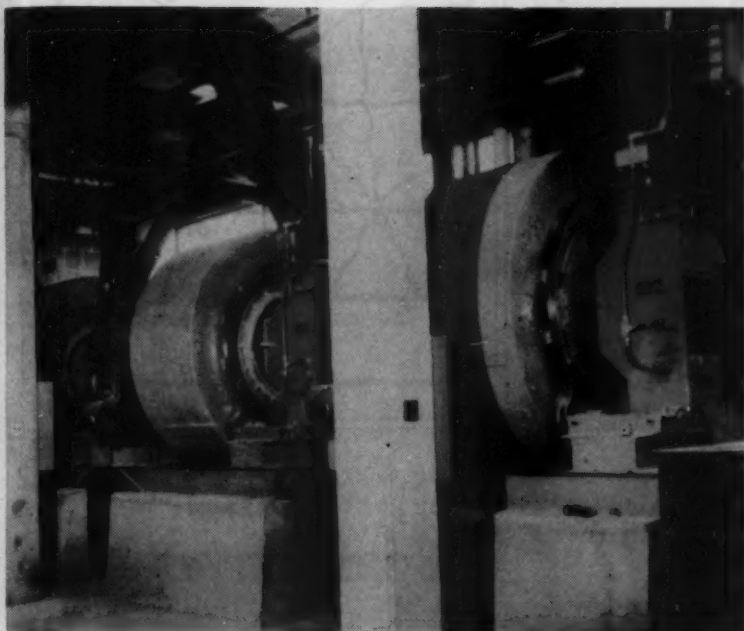
CANVAS SPECIALTIES



*for glossier bottoms
HI-GLOSS-HI-LUSTRE—
Heavy MYLAR KLEER-GLOSS
Enrobing Cooling Tunnel Belts*



**for
IMMEDIATE SERVICE
call on
VOSS**



These three two-thousand pound capacity carbon steel Sturtevant dry blenders mix cocoa powder and sugar in sequence automatically at the Hershey Chocolate Corporation.

Continuous dry blending

Blending operations, in which chocolate powders, sugar and other dry ingredients are mixed to assure consistent quality in end-products, are most important in chocolate manufacturing. For without intimate blending, end products could not be exactly the same for each batch. With proper blending, ingredients for each item are mixed to exactly the same proportions, assuring the same taste, color, and quality in the marketed product. To perform this important process at Hershey Chocolate Corporation, three two-thousand pound capacity dry blenders now are in operation.

The blenders are part of an automatic system of processing which Hershey installed after post-World War II experimentation with a small batch blender. In the operation, chocolate and sugar are weighed automatically, and carried by screw conveyor to the blenders. There, an air motor ac-

tuated slide determines which of the three units will take the material and, at the same time, sets the automatic timing for the operation.

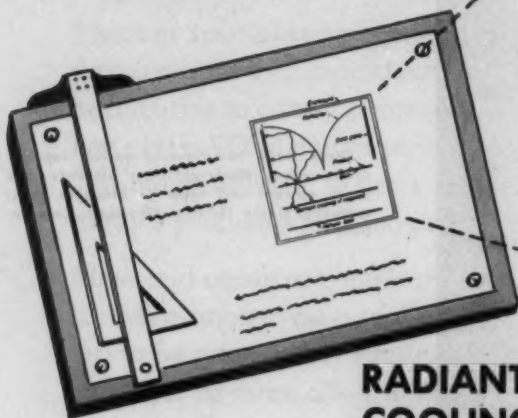
While in operation, the units are locked out. They cannot be dumped. The signal to dump, as is the signal to fill, is given remotely by light flashes on control panels in rooms far removed from the process. Discharge is also by screw conveyor.

The mixing job of the blender is carried out quickly, with a four-way action: As the materials enter the drum they are picked up by a series of revolving buckets and carried to the top of the blending chamber where they are cascaded and mixed intimately. In addition, the materials are forced from both ends to the middle of the drum, and a swinging chute or chutes produces an important lateral fourth mixing action, thus assuring a perfect blend.

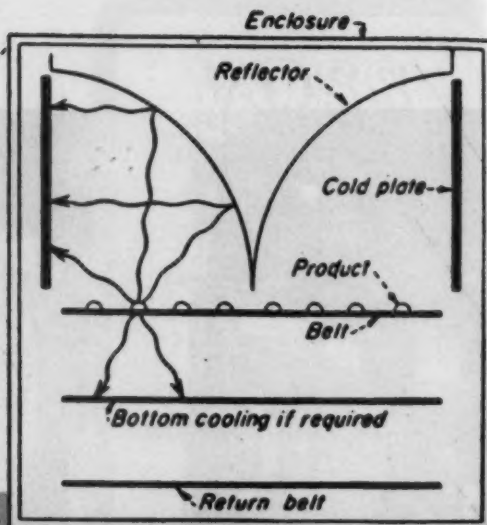
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NEW

in Candy Cooling



RADIANT COOLING by



Reflectotherm

You Get

- **Greatly Increased Production**
Present installations have yielded 30 to 100% more candy on your present equipment. Shortened cooling time—
- **Better Appearance**
Better gloss — better quality — hold their shape better.
- **Longer Shelf Life**
Looks better for a longer period. Reflectotherm is suitable for chocolate—fudge—hard candy—caramel—in fact any food cooling process where more production is desired.

Take a look at the simple drawing above. It shows you graphically how radiant cooling *efficiently and quickly* removes the heat from your product. You can greatly increase your production, and you have a much better looking, better keeping product when you install Reflectotherm (Radiant Cooling) in your present cooling tunnels.* The cost is negligible, the results astounding.

**For any additions or new installations, Reflectotherm Complete Cooling Tunnels are more economical for you.*

MAIL COUPON TODAY! for detailed information

Please send me additional information on Reflectotherm cooling. I am interested in cooling:

- ☐ chocolates ☐ hard candy
☐ other food products

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Firm name _____

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City _____ Zone _____ State _____

Reflectotherm, inc.
RADIANT COOLING

26 East University Avenue
Cincinnati 19, Ohio

Sterile air from chemical humidity conditioning

Edited from a report of the Research
Foundation of the University of Toledo



discovery that chemical humidity conditioning removes bacteria and other organisms from the air gives a plus value to manufacturers with this type of equipment. There are several such units now in use in candy plants.

On the basis of findings reported by the Research Foundation of the University of Toledo after tests in a Toledo hotel, 97 per cent or more of air-borne bacteria is removed by chemical humidity conditioning. Pathogenic (disease producing) organisms were eliminated as effectively as others. Parallel tests in a second hotel which uses a refrigeration system for dehumidification showed that "dehumidifying systems employing only refrigeration coils increase the number of micro-organisms in the air by providing on the refrigeration coils a suitable medium for the growth of micro-organisms and their release into air".

The report, published in the Ohio Journal of Science, called the solution of lithium chloride and water in humidity conditioner the key to the bacteria removal, with germicidal or inhibitory action.

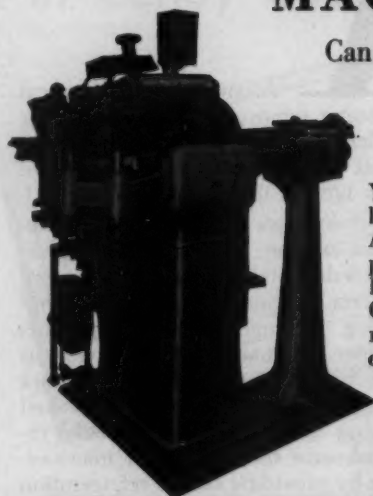
A property of lithium chloride, in solution in water, is its capacity to absorb more moisture from the air as it cools—the cooler the solution, the more moisture it can take up. The humidity conditioner exposes the air being treated to a flood of the solution held by refrigeration, well water, or other means, at the temperature required to remove the specified amount of moisture. The solution is automatically regenerated for continuous reuse by heating a portion usually with steam, to drive out the excess moisture, for discharge outside the building.

In the tests conducted by Dr. Solberg and Dr. Shaffer, newly developed "impingers" and electrostatic samplers were used to determine the bacteria count. An impinger takes a measured volume of air from a test space and pumps it through a sterile liquid to trap bacteria. The solution is then processed to permit the trapped bacteria to develop "cultures" and thus be counted. Almost identical results were obtained with impingers and electrostatic samplers, and both methods were found to be 99% efficient.

The tests in the first hotel involved withdrawing air from the dining room through conventional ductwork, passing it through the humidity conditioning equipment, and then recirculating it. Bacterial counts were made in the room, in the ductwork, and under a wide range of conditions of occupancy.

The air conditioning equipment consisted of a

Just 2 People and an IDEAL WRAPPING MACHINE



Can Package 450
Caramels
Every
Minute

Yes—that's speed,
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ABLE** speed cou-
pled with smooth,
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Only 2 personnel
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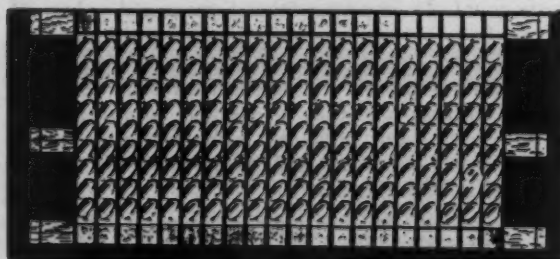
Lever Bros.—Shortening—Vegetable Oils

Petran Products Corporation—Vanilla

Western Condensing Co.—U. S. Extra Grade Dairy

Whey

*The Confidence of the Purchaser is in the Integrity of the Seller
... Our Greatest Asset.*



ALUMINUM CANDY MOULDS

CHEAPEST, MOST PRACTICAL AND ECONOMICAL MOULD MADE

Now with a **NEW FINISH**
which eliminates break-in-time

CINCINNATI ALUMINUM MOULD CO.

Dept. M, 1834 Dana Ave., Cincinnati 7, Ohio

recirculated air system with fresh air make-up. The fresh air fan pulled the fresh air through a bank of filters, then through the humidity conditioner, and delivered it to a plenum to be mixed with the return air from the room. The main fan then pulled this mixed air through a bank of filters, a direct expansion cooling coil, and a reheat coil, and delivered it to the room.

Samples were taken from the fresh air duct to the humidity conditioner, the duct to the fresh air fan, the return air duct, and the plenum after the reheat coil.

Average counts of micro-organisms per 10 cubic feet of air showed:

Station:	Count
Return air	533
After coils	531
To humidity conditioner	525
From humidity conditioner	9.7

"Of the micro-organisms entering the (humidity conditioner)," the research men reported, "only 1.8% remain in the air that leaves. Ninety-eight and two tenths percent of the micro-organisms are removed."

In the second hotel, they reported, "we were allowed to collect samples from air while the refrigerators were on. We were also allowed to turn the refrigerator off for as long as 1½ hours to collect samples at intervals in order to make counts of bacteria from the air passing through the refrigerator coils as they warmed up and dried off. Swab samples were also taken directly from the coils."

They summarized the findings in the average number of non-pathogenic bacteria and mold colonies per ten cubic feet of air as follows:

Fresh air	809
Air to coils	800
Air from coils	885
Return air	817

"The percent increase of organisms in the air leaving the refrigerator coils was 10.6%," they said.

The report by Dr. Solberg and Dr. Shaffer appears to point to the chemical humidity conditioning process becoming a valuable aid to prevention of infection or other bactericidal action in rooms used for processing foods.

The two values of this new feature of chemical humidity control are its generally beneficial effect on personnel working in a germ-free area, and benefit on product quality. In those factories manufacturing candies subject to fermentation and other bacterial action such as, creams, and coconut goods, the bacteriocidal action of this type of equipment may have real economic value.



Mrs. Joyce Newhard has been named buyer of candy at **Hess Brothers**, Allentown, Pa. Department Store. She succeeds Sula Rabenold, who retired after 43 years with the firm.

Technical Literature

The Selling Power of Packaging

Vernon L. Fladager, 132 pages, McGraw-Hill Book Co., 1956, price \$3.50.

This is an alarming book; it was (presumably) written to awaken manufacturers to the dangers of present and future day high-competitive merchandising. What was good enough for Grandpa is no longer satisfactory for modern or future day consumers. The author, a writing Paul Revere, tells in an easy-to-read style how perfect packaging will increase business.

The book follows a logical plan. The twelve chapters have interesting headings as, If you want to keep growing, The wonderful world of packaging progress, The \$100 billion self-service market, The higher-net-profit package, The package-pampered new convenience consumer, The high level packaging strategist in business, The integrated package promotion, The drive for better organized packaging management. The rise of the professional package designer, The era of the pretested package, The \$30 billion a year for packaging and advertising and, Super supplier service for the product packager.

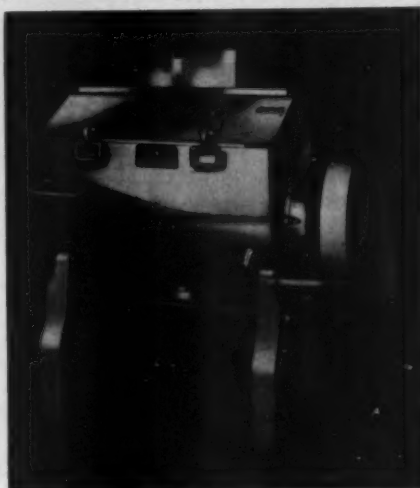
This book may be read rapidly although slower reading and study may be more advantageous. Many sentences stimulate thinking and the questions on page 67 on "What are you doing to . . . ?" should bring your creative faculties into play.

Many anecdotes enliven the text: how a candy company found that the new-straight-line design of their plant required fast get-away equipment under packaging tables to handle the 30% increase in production speed, and, how a bakery increased profits and demand with a higher packaging cost at an increased selling price.

How do the various foods rate as regards impulse buying? A table on page 58 gives this information. Did

for Better Marshmallows the SAVAGE BEATER

. . . . IS YOUR ANSWER. The Savage latest improved sanitary marshmallow beater is constructed with stainless steel tank, shaft, paddles and breaker bars—100% sanitary. This beater is considered



standard by manufacturers. Built for strength and durability, it assures perfect manipulation of each batch. Hundreds of users in the United States and foreign countries prefer the Savage Beater for its economy in operation and performance in production, because it saves time, space, and operating cost. Four 200 pound Savage Beaters will supply a mogul for continuous operation.

THE FIRST COST IS THE LAST COST

- Unexcelled for volume and lightness
- Stainless construction—100% sanitary
- No corners for contamination
- Outside stuffing boxes—no leakage possible
- Maximum beating for volume
- Faster heat discharge from batch
- Creates volume suction of cold air
- Larger water jacket for quick cooling
- 6" outlet valve for quick emptying
- Less power needed with roller bearings
- Large two piece air vent—sanitary
- Direct motor drive
- Sizes available: 150 lb. or 80 gal. capacity
200 lb. or 110 gal. capacity

SAVAGE oval type marshmallow beater also manufactured with stainless water jacketed, galvanized cast iron heads, paddles and breaker bars.

Since 1855

SAVAGE BROS. CO.

2638 Gladys Ave.

Chicago 12, Ill.





For
**FASTER
STRONGER
Heat
Sealing**

SENTINEL*
PACEMAKER

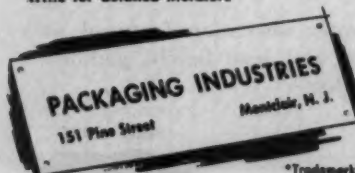
The Sentinel Pacemaker, made by pioneers in heat sealing, is a thermal impulse sealing method, designed and engineered to give you these advantages:

- Light Weight, compactness, low cost
- Requires no skill
- Insures a safe, FAST and positive seal with ease
- Precision automatic controls for correct pressure, heat dwell time and COOLING dwell time
- Seals varied thicknesses of Polyethylene, Saran, Pliofilm, MYLAR, Acetate and Vinyl, etc
- No fussy installation. Just plug in and start sealing
- Economical — draws current only during seconds when heating element is energized
- Simple, rugged, no service troubles
- Will soon pay for itself in faster production, improved seals

Sizes: 9, 13, 25 and 45 inches sealing area. Hand or foot operated.

For heavy-duty, large dimension jobs, the Sentinel High Speed Band Rotary Sealer — (Continuous Motion) and the Sentinel Jaw Type Sealer. Sentinel equipment meets U. S. Military Specifications.

Write for detailed literature



Please rush me detailed literature on MC

☐ Pacemaker Sealer ☐ Jaw Type

☐ High Speed Band Rotary

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City _____ State _____

you know that the average per cent of the manufacturer's selling price represented by packaging is 21.2 for candy? This is considerably above that for baked goods but just a little below that for foods in general. A table covering 19 general product fields is on page 118.

Whether or not you will agree with the author's premise that packaging is the chief or only solution to today's or tomorrow's problems is immaterial. If this book will but start constructive thoughts and action towards meeting the tougher competition of the future, you and your company will be the benefactors. The author has offered the ideas, it is up to you to investigate and sort out the ones showing the most promise. A good package yesterday may be a "dud" tomorrow. It is difficult to keep abreast of the times but Mr. Fladager has tried to keep us "up-to-date" with this "Selling Power of Packaging."

Quantitative Determination of Reducing Sugars and Sucrose Separated by Paper Chromatography

R. S. Shallenberger and R. G. Moores, *Anal. Chem.*, Vol. 29, No. 1, (1957)

Sugars, separated chromatographically, can be determined. Each sugar is extracted from the filter paper in a test tube and colorimetrically determined. Sucrose is subjected to hydrolysis with invertase. Blanks are run and corrections made.

Rapid Chromatographic Method for Sugars Using Glass Paper Impregnated with Silicic Acid

J. W. Dieckert and N. J. Morris, *Anal. Chem.*, Vol. 29, No. 1, (1957)

Sugars; Rhamnose, Xylose, Fructose, Glucose, Sucrose and Raffinose;

may be separated by chromatography on special paper in two hours. Developing solvent is mixture of ethyl ether, phenol, acetone and water. Sulfuric acid spray is used to locate the chromatographed sugars.

A Quantitative Chromatographic Procedure for Determining Dextrose in Sugar Mixtures

E. J. McDonald, *Anal. Chem.*, Vol. 29, No. 1, (1957)

Sugars, separated by paper chromatography, can be transferred to inert glass-fiber paper which is not affected by acid or alkaline reagents. Somogyi's phosphate method (*J. Biol. Chem.*, 160, 61-1945) was modified to determine the dextrose in honey or synthetic mixtures of dextrose, levulose and sucrose.

The Use of Photo-Cells in Food Processing

A. L. Forrester, *Food in Canada*, Vol. 16, Nos. 11 and 12, (1956)

These articles offer a general discussion of photoelectric controls. Inspection, counting of moving objects, sorting and limiting are phases mentioned. Explanations of how door openers, smoke density, and modern flame controls work are given. Automatic conveyor control and complete accuracy of register between printed wrapping paper and contents are cited. The automatic counting of packages, timing devices and the automatic feeding of food processing machines, the improvement of speed, uniformity, and flexibility of automatic filling operations through electronic control is stressed. Inspection of labels and operation of photocell equipment by invisible infrared rays as protection against fire and theft are discussed. Diagrams and illustrations enhance the value of articles.

The Effect of Copper Contamination upon the Development of Color in the Processing and Storage of Honey

E. Einset and W. L. Clark, *Food Technology*, Vol. 11, No. 1, (1957)

Considering variances in honey with respect to absence or presence of copper, colorimetric data from accelerated storage test indicate that under conditions studied, contamination with added amounts of metallic copper has no observable effect upon the color development in honey. The use of copper processing equipment appears to be satisfactory provided prolonged contact with honey is avoided.



STANcase
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**STAINLESS STEEL
DRUMS**

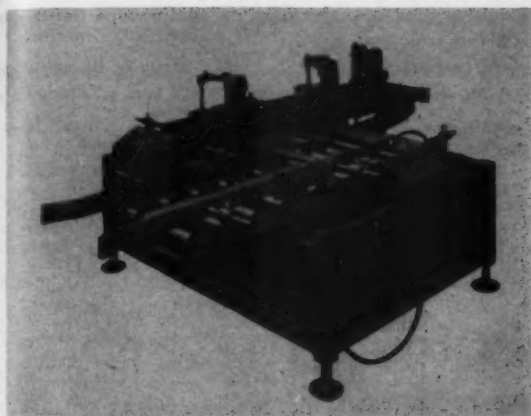
MODEL 30--30 GAL.
MODEL 55--55 GAL.
(Covers available)

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EQUIPMENT**

RUGGEDLY CONSTRUCTED FOR LIFE TIME WEAR.
FULLY APPROVED BY HEALTH AUTHORITIES.

Manufactured by
The Standard Casing Co., Inc.
121 Spring St., New York 12, N. Y.

New Products

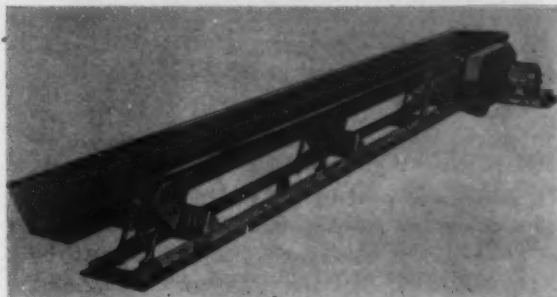


An Automatic Case Imprinter has been developed that prints up to eight lines of type on all four sides of corrugated shipping containers. It imprints on two sides and ends without manual positioning, and in addition, will print a product serial number. Type may be graduated from $\frac{1}{4}$ " to $1\frac{1}{2}$ " high, within a space of 11" high.

For further information write: J. L. Ferguson Company, Joliet, Ill.

An extruding machine is being imported into the United States, this is low in cost and works on the hydraulic principle. Maximum width of extrusion is $17\frac{1}{2}$ inches, with a choice of die plates to extrude sheets, ropes, or other shapes. It will work with a wide variety of textures and consistencies. The size with stand and delivery belt is 6 feet long, 4 feet high and 2 feet wide.

For further information write: Walter H. Kansteiner Company, 1737 West Howard Street, Chicago 36, Illinois.



A new line of oscillating conveyors has been developed for intermediate capacities and densities. These are coil mounted, and absorb nearly all inertia forces through "natural frequency" principles. It provides a gentle, con-

Reflecto

- ★ Reflecto Cooling Tunnel Belting and Plaques—Single Texture, Double Texture, Double Coated
- ★ Mira-Gloss Cooling Tunnel Belting
- ★ Caramel Cutter Boards and Belts
- ★ Bottomer Belts (Endless—Treated or Untreated)
- ★ Feed Belts (Endless—Treated or Untreated)
- ★ Packing Table Belting (Treated and Untreated)
- ★ Innerwoven Conveyor Belting
- ★ Batch Roller Belts (Patented)
- ★ Wire Belting
- ★ Vee Belts
- ★ Hose (Air; Water; Steam; Oil; Creamery)

BURRELL

Call or write for samples

BELTING CO.

7501 NORTH ST. LOUIS AVE., SKOKIE, ILLINOIS

Cooling Tunnel Belts and Plaques

A Coated Fabric—

Not A Lamination

- A smooth bright finish given to bottoms
- No separation between coating and fabric
- No cracking or wrinkling of belt, causing poor bottoms

"Buy Performance"

Branch Offices

Atlanta

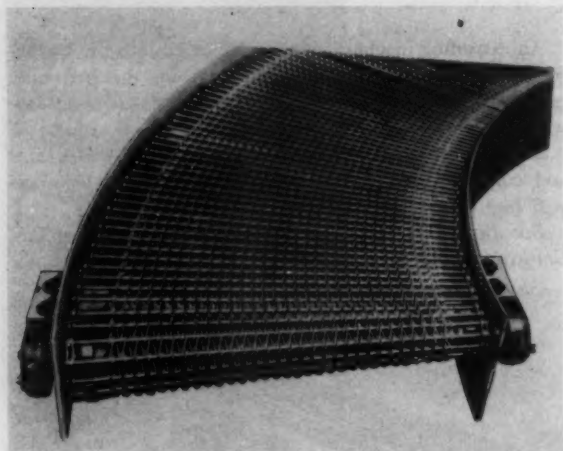
New York

Cleveland

San Francisco

tinuous forwarding of materials regardless of overloads or surges.

For further information write: Link-Belt Company, Dept PR, Prudential Plaza, Chicago 1, Illinois.



A woven wire powered belt turn has been developed with a design that prevents stretching and track jumping. Radii of 24" or 30" outside, and degrees of turn from 30° to 180°, with fixed or variable drive, and speed to 100' per minute are available.

For further information write: Voss Belting and Specialty Company, 5645 North Ravenswood Avenue, Chicago 26, Illinois.

A new booklet on thermometers and hydrometers is available which gives a complete range of both types of instruments, with hundreds of uses and calibrations.

For further information write: Central Scientific Company, 1700 Irving Park Road, Chicago 13, Illinois.

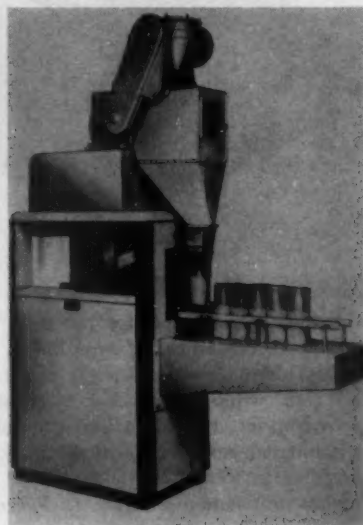
A Vibrator Catalogue is available that discusses in detail the characteristics and applications of the all-directional, high-speed vibrator used for the movement of granular matter.

For further information write: Martin Engineering Co., Neponset, Illinois

A Large Capacity Cooling Unit is available which offers a method of cooling and removing moisture from compressed air. It also offers in one machine,

provision for cooling compressed air, and also for cooling water in a closed system for intercooler and compressor jackets. The apparatus consists of two parallel mounted cooling units, one for water, and one for air; in separate casings, joined to a central plenum. Sprays of water drench these coils, and evaporation transfers the heat of compression to the air stream.

For further information write: Niagara Blower Company, 405 Lexington Avenue, New York 17, New York



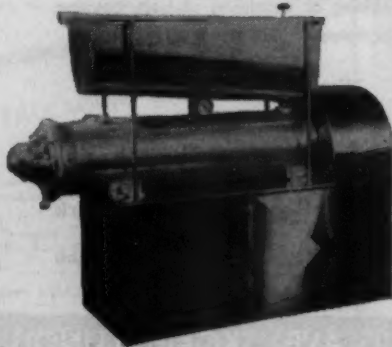
Poly Bag Opening and Feeding Machine has been developed, that will take bags from a magazine and open and hold them for filling. The filling can be by hand, or some type of automatic weighing unit can be attached.

For further information write: Automatic Weighing and Packing Machine Co., Caroline Street, Birmingham 3, England

A Conversion Chart is available that shows hundreds of conversion factors of interest to engineers. Included are many that are rare and therefore difficult to find in literature.

For a free copy write: Precision Equipment Co., Dept. MC, 3716 N. Milwaukee Avenue, Chicago 41, Illinois

YOU CAN BRING YOUR FONDANT DEPT. UP TO DATE



with an INSTANT & CONTINUOUS FONDANT MACHINE

The MASTER Model will produce
1000 pounds per hour of SUPER SMOOTH

PURE WHITE—CREAMY FONDANT
at the LOWEST Investment & LABOR Cost.

For Information on New or Used Machines,
Parts, Services, Formulas, write.

CONFECTION MACHINE SALES CO.
407 S. DEARBORN ST., Chicago 5, Ill.

CALENDAR

March 19—Chicago Section AACT, Graemere Hotel, Speaker: John C. Newell, Folding Paper Box Assn. "New Concepts in Candy Packaging".

April 8-11—National Packaging Exposition, International Amphitheatre, Chicago

April 10-12—Point-of-Purchase Advertising Institute, Palmer House, Chicago.

April 16—Chicago Section AACT, Graemere Hotel, Speaker: Dr. Rudolph Heiss, Institute of Food Technology, Munich, Germany.

April 25-26—Eleventh Annual Production Conference, Pennsylvania Manufacturing Confection Association. Franklin and Marshall College, Lancaster, Pennsylvania

May 19-22, Flavoring Extract Manufacturers Assn., Hotel Roosevelt, New York, New York.

May 20 New England Retail Confectioners Association, Annual Meeting, Publick House, Sturbridge Villiage Massachusetts 3 P.M.

May 25—Annual Dinner Dance of the Empire State Candy Club, New Onondaga Hotel, Syracuse, New York Cocktails 6PM

June 9-13—National Confectioners Association Annual Convention and Exposition, Conrad Hilton Hotel, Chicago.

June 9-12—Associated Retail Confectioners of U.S.A. Annual convention, Drake Hotel, Chicago.

June 18-21—Southern Wholesale Confectioners Association, Inc., Convention and Trade Show, Jung Hotel, New Orleans, La.

July 14-18—National Candy Sales-Mens Assn., Buffalo, N. Y.

July 28-August 1—National Candy Wholesalers Association Annual Convention, Chicago, Ill.

October 28-30—Packaging Institute, Annual Forum, Statler Hotel, New York, New York

December 12-13, Western Confectionery Salesmen's Assn., La Salle Hotel, Chicago.

An International Starch Convention, sponsored by the Government of West Germany, is scheduled for April 24 through 26 at Detmold. It is expected that 21 papers from eight countries will be read.

J. A. Cummings has been appointed General Sales Manager of **The Cracker Jack Company**, and **E. A. Harbke** has been named Merchandising Manager. Both men have been with the firm for some years.

Richard J. Hale has been appointed to the Chicago Flavor Sales Division of **van Ameringen-Haebler, Inc.**

Mark Candee has been named president of the **American Partition Company**, a division of **Standard Brands, Inc.** Traver Partition Company of Chicago is a part of American Partition.

Honey will be price supported again this marketing year 9.7 cents per pound. This is 70% of the current parity price adjusted to the 60 pound container level. Supports are available on U. S. Grade C or better extracted honey which is not objectionable in flavor.

Dark and Light Chocolate in One Mixer

Only Stehling offers you a
2-COMPARTMENT MIXER

A vertical center partition divides the Stehling 2-compartment chocolate mixer. Each compartment has separate agitators.

Users work dark chocolate in one compartment, light chocolate in the other; or melt and mix in one while drawing off the other.

One mixer does the work of two, with superior mixing action that no other mixer gives you. In capacities from 3000 lbs. to 15,000 for each compartment.

Write for details today.

CHAS H. STEHLING CO.

1303 N. FOURTH STREET

MILWAUKEE 12, WISC.

Factory Representative: G. B. Hislop
1517 Grange Ave., Racine, Wisc.



LEHMANN

offers

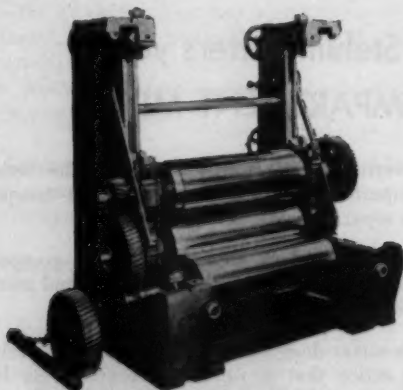
THREE WAYS TO CUT PRODUCTION COSTS

... thru increased efficiency, better process control

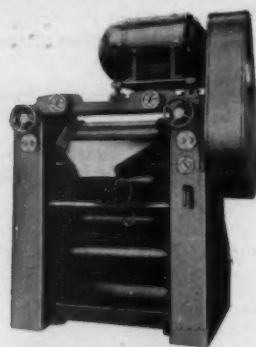
No matter what your production problem may be, there's a Lehmann Service to suit your specific need.

2. CERTIFIED FACTORY RECONDITIONING SERVICE

Lehmann Reconditioning of Roller Mills and other Processing Machinery comprises an engineered approach and investigation into all factors contributing to operational efficiency. Worn equipment is literally rebuilt from the ground up and restored to its maximum productivity.



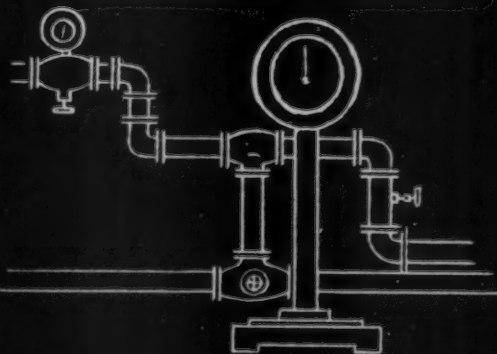
1. A COMPLETE LINE OF PROCESSING EQUIPMENT



An assortment of Roller Mills for processing either paste or liquid chocolate . . . Rapid-Cycle, Heavy Duty Paste Mixers and Emulsifiers . . . Liquor Mills for the finest grinds possible . . . Cracker and Fanners for maximum nib recovery . . . Also, a variety of Tempering, Mixing and Storage Kettles in either horizontal or vertical type construction.

3. PLANT LAYOUT SERVICE

Lehmann Engineers will design and fabricate for individual plant requirements. Standard commercial units will be specified and used wherever possible . . . whether manufactured by Lehmann or not . . . to provide efficient, low-cost handling, trouble-free operation and control.



For complete information on any Lehmann Service, contact the office nearest you.



J. M. LEHMANN COMPANY, Inc.

COAST-TO-COAST SERVICE

Moore Dry Dock Company
Oakland, California

Lammert & Mann Co.
Chicago 12, Illinois

J. M. Lehmann Co., Inc.
Lyndhurst, New Jersey

Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

Assorted Chocolates up to \$1.00

Code 3A7 Assorted Chocolates

1 lb.—69¢

(Purchased in a chain drug store,
Chicago, Ill.)

Appearance of Package: Good for this
priced chocolates

Container: Open face tray, two layer
type. Printed in brown. Cellulose
wrapper.

Number of Pieces:

Light Coated: 31

Gold Foil: 1

Vanilla Caramel: Cellulose Wrapper 1

Jordan Almond: 1

Coating: Light

Color: Good

Gloss: Good

Strings: Good

Taste: Good for this priced chocolates

Centers:

Pink Nougat: Good

Maple Cream: Good

Raspberry Cream: Good

Taffy: Tough

Caramel: Hard and tough

Vanilla Cream: Fair

Fudge: Fair

Coconut Creams: Fair

Orange Creams: Good

Chocolate Fudge: Fair

Pink Jelly: Could not identify flavor

Lemon Cream: Good

White Nougat: Good

Yellow Cream: Could not identify flav-
or

Nut Taffy: Good

Jordan Almond: Good

Wrapped Caramel: Tough and Hard

Assortment: Fair

Remarks: We cannot complain too much
at the price of 69¢ the pound. Sug-
gest cream centers be checked as most
of them are up to standard.

Code 3B7 Assorted Chocolates

1 lb.—\$1.00

(Purchased in a department store,
Chicago, Ill.)

Appearance of Package: Good

Container: Box, one layer type. White
glazed paper top with name embossed

in gold. Imprint of house and trees in
gold. Cellulose wrapper.

Appearance of Box on Opening: Good

Number of Pieces:

Light Coated: 19

Dark Coated: 9

Coatings:

Colors: Good

Gloss: Good

Strings: Good

Taste: Good for this priced confection

Dark Coated Centers:

Cream: Could not identify flavor

Pink Cream: Very hard

Vanilla Cream: Good

Cream: Could not identify flavor

Light Coated Centers:

Orange Cream: Very tough cream

Chocolate Cream: Good

Pink Jelly: Could not identify flavor

Vanilla Caramel: Very tough

Maple Cream: Good

Nougat: Poor

Yellow Colored Jelly: Could not iden-
tify flavor

Assortment: Poor

Remarks: Very poor workmanship on
centers. Cheap flavors. Too many of
the same creams. We have examined
far better chocolates at 79¢ and 89¢
the pound.

Candy Clinic Schedule For the Year

JANUARY—Holiday Packages; Hard Candies

FEBRUARY—Chewy Candies; Caramels; Brittles

MARCH—Assorted Chocolates up to \$1.00

APRIL—\$1.00 and up Chocolates; Solid Chocolate Bars

MAY—Easter Candies and Packages; Moulded Goods

JUNE—Marshmallows; Fudge

JULY—Gums; Jellies; Undipped Bars

AUGUST—Summer Candies and Packages

SEPTEMBER—Bar Goods; 5¢ Numbers

OCTOBER—Salted Nuts; 10¢-15¢-25¢ Packages

NOVEMBER—Cordial Cherries; Panned Goods; 1¢ Pieces

DECEMBER—Best Packages and Items of Each Type Considered
During Year; Special Packages; New Packages

Code 3C7 Assorted Chocolates

1 lb.—59¢

(Purchased in a department store,
River Forest, Ill.)

Sold in Bulk

Coatings: Dark & light

Colors: Good

Gloss: Good for bulk

Strings: Good

Taste: Good for this priced chocolates

Dark Centers:

Pink Cream: Could not identify flavor

Maple Nut Cream: Good

Vanilla Cream: Good

Light Coated Centers:

Molasses Coconut: Good

Raisin Clusters: Good

Assortment: Too small
Remarks: The best chocolates we have examined in some time at this price.

Code 3D7
Assorted Chocolates
1 lb.—89¢

(Purchased in a variety store,
 Oak Park, Ill.)

Sold in Bulk
Coatings: Milk Chocolate
Color: Good
Gloss: Good
Strings: Good
Taste: Good
Centers:
 Molasses Chip: Good
 Buttercreams: Good

Candy is Dandy

Maple

from

JACKSON, MICHIGAN

Peppermint Creams: Good
Chocolate Cream: Good
Nut Nougat: Good
Ice Cream Drop: Good
Opera Creams: Good
Assortment: Good
Remarks: The best chocolates we have examined in some time at this price.

Code 3E7
Chocolate Coated Buttercreams
1 lb.—98¢

(Purchased in a variety store,
 Oak Park, Ill.)

Appearance of Package: Good
Box: One layer type, printed gold and red cellulose wrapper.
Appearance of Box on Opening: Good
Number of Pieces: 28
Coating: Light
Color: Good
Gloss: Good
Strings: Good
Taste: Good
Centers:
 Maple: Good
 Yellow Cream: Has an odd flavor
 Vanilla: Good
 Coconut: Good
 Orange: Good
 Chocolate: Good
 Brown Colored: Could not identify flavor
Assortment: Too small
Remarks: Suggest a vanilla nut, chocolate nut and fruit be added to improve the assortment. Some of the

flavors are not up to standard. Slightly high priced at 98¢ the pound. We have examined buttercreams at 89¢ the pound that were better.

Code 3H7
Chocolate Coated Jellies
1 lb.—69¢

(Purchased in a department store,
 River Forest, Ill.)

Sold in Bulk
Coating: Dark
Color: Good
Gloss: Fair
Strings: None
Taste: Fair
Center:
Color: Good
Texture: Partly grained
Flavor: Could not identify flavor
Remarks: Highly priced at 69¢ the pound. Very poor flavor.

Code 3J7
Chocolate Peanut Clusters
1 lb.—59¢

(Purchased in a chain variety store,
 Oak Park, Ill.)

Sold in Bulk
Coating: Light
Color: Good
Gloss: None
Taste: Fair
Peanuts: Good
Remarks: A good eating peanut cluster. Cheaply priced at 59¢ the pound.

Code 3F7
Chocolate Coconut Drops
1 lb.—69¢

(Purchased in a department store,
 River Forest, Ill.)

Sold in Bulk
Coating: Light
Color: Good
Gloss: None
Coconut: Good
Taste: Good
Remarks: A good eating coconut drop.

This Little Piggy Went To Market Bigger and Better!

Delay in weaning piglets stalls more adequate feeding and delays ultimate marketing.

A balanced nutrient pellet, specially impregnated with sugar to tempt the piglets, has been used to hasten weaning. 8-week old pigs weighing 67 lbs. (traditionally-reared pigs weighed only 27) have been so raised.

If the sugar industry can help other industries we will know about it and be ready to provide for their needs. Our knowledge and experience may be of value to you right now!

Setting the pace with better service

CHARLES FUCHS & CO.

Sugar Brokers

120 Wall St., N. Y. 5, N. Y.

Bowling Green 9-7171

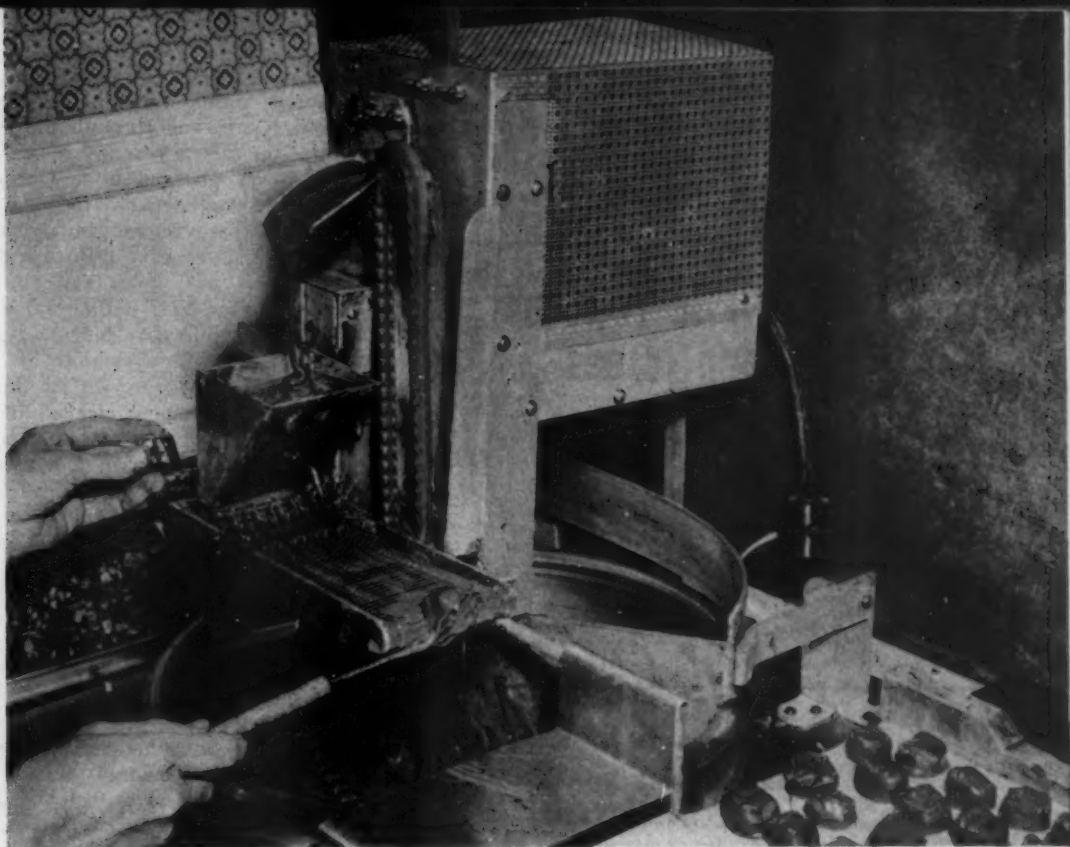
Member
 N. Y. Office & Sugar Exchange, Inc.



Serving the candy industry for over 55 years with vanilla formulas (based on Mexican vanilla beans) that have kept pace with the advances in candy technology.

Aromanilla

IMITATION VANILLA FLAVOR



A new dipping machine for the retail confectioner

Perley Hilliard, who started his first candy store in 1925, and who developed a melting, tempering, and dipping kettle for retail confectioners, has now produced a small coater with which one operator can turn out from 150 to 200 pounds of finished chocolates in eight hours.

Mr. Hilliard made his first tempering kettle in 1925, and until 1941 he made and sold over 100 of these tempering kettles, almost all of them in New England, and almost all of them in active service today. Meantime, Mr. Hilliard's candy business grew to its present size of four stores, located in West Hartford, Conn., Martha's Vineyard, So. Weymouth, Mass., and the factory store in North Easton, Mass. His son, Douglas, runs the West Hartford store; his daughter, Ruth, is active at the Home Office in So. Weymouth; and his son, Alan, is in charge of the plant and store in North Easton. Another son, Philip, has a store in Montreal, Canada; and a son-in-law, Walter Stacy, has a store in Camden, New York.

The accompanying photographs are all taken at the factory store in North Easton. This is a large, older type house, and Alan Hilliard and his family live upstairs. Alan runs the plant which produces the candy for all the other stores as well as his own. The factory store is different from the usual store; because the sales-rooms are scattered through

"BUSH"

FLAVORS • ESSENTIAL OILS AND FOOD COLORS

insure that the excellence and
full rich flavor of your candies
will always be maintained

W. J. BUSH & CO., Inc.
137 Boston Post Road
COS COB, CONNECTICUT

TEL. GREENWICH (CONN.) 8-8363 OR DIAL WESTMORE 7-3424
FACTORIES: LINDEN, N.J. and
3525 E. Olympic Blvd., LOS ANGELES 23, CAL.
BRANCH OFFICE & WAREHOUSE: 600 W. Washington Blvd.,
CHICAGO 6, ILL.

COOPER-STYLED FOLDING BOXES



Build
Good Reputation
for Good Retailers

COOPER Paper Box Corporation, Dept. M
Buffale 10, New York.

Please send us Display Brochure of Cooper-styled Boxes with prices.

Our firm name

Street

City

Zone

State

the parlör, dining room and reception rooms of this old house, and through the strategic use of mirrors, one salesgirl in any room of the store can see whatever goes on in any other part of the house. Glass walls separate the salesrooms from the factory, so that visitors can watch all phases of candy making, yet will not disturb the candy workers.

After 15 years, Mr. Hilliard began making the melter again, but now his new, small coater is incorporated with it as a single unit. This is probably the smallest machine yet produced for coating candy. An inexperienced girl can do simple dipping after about a half hour lesson, and if the candy maker starts her off with tempered chocolate, it will stay in temper all day long. The melter holds 14 pounds of chocolate, and is so arranged that a section of the melter is partitioned off to take broken chocolate; and as the kettle revolves, the chocolate becomes self-seeding. While it is practical to hand dip, using this kettle, the new coater is primarily intended for fork dipping. The operator places centers on the wire belt with her left hand, and after coating, catches them by fork with her right hand, placing on boards just as in hand-dipping. Advantages to the fork method include the obvious neatness which can be an attraction for customers to watch, and in the small, one girl store, it means a dipper can also wait on customers without first washing off a hand of chocolate coating.

The machine can be completely dismantled for cleaning in a few minutes, so that it is easy to change from dark to milk, or even for color coatings. Also it is ideal for mold work, as the wire belt section just slips out of the way, so that molds can be held under the filler.

The present coater is the result of experiments over the past three years, and is the sixth model. About a dozen are now in operation in the Eastern States, mostly in Pennsylvania, New Jersey, and Massachusetts.

This small coater fills a definite need for a small, simple piece of equipment for those confectioners who find hand dipping too slow or experienced dippers too hard to find or train, and yet cannot economically use a larger coating machine.

ALWAYS AT YOUR SERVICE

In Cocoa Since 1899

EMIL PICK CO.
COCOA BROKERS

80 WALL ST.

NEW YORK, N. Y.

BOwling Green 9-8994

COCOA BEANS - COCOA BUTTER
Cocoa and Chocolate Products



For the finest
CORN SYRUP
AND
CORN STARCH



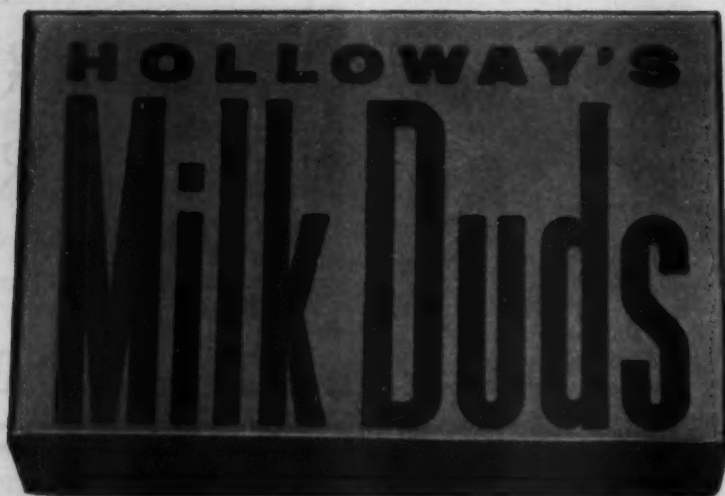
PENICK & FORD, LTD.

INCORPORATED

430 LEXINGTON AVE., NEW YORK 17, N.Y.; 1631 MARIETTA BLVD., ATLANTA, GA.;
CEDAR RAPIDS, IOWA; 18 CALIFORNIA ST., SAN FRANCISCO 11, CALIF.

*Designed by courtesy of
The Champion Paper and Fibre Company,
Hamilton, Ohio*





The Holloway Candy Company has gone a long way with Milk Duds.

The standards of quality which placed this delightful confection high in public preference have never produced less than wholesome enjoyment for the consumer.

It has indeed been a privilege to serve our friends at Holloway as a key supplier over the years.

ARMOUR AND COMPANY

UNION STOCK YARDS, CHICAGO 9, ILLINOIS



R. M. Wilson has been named National Confections Products Sales Manager of the **Kraft Foods Company**, succeeding the late George Jobst. He joined Kraft in 1937 as a confections specialty man. He has been Assistant National Confections Products Sales Manager since 1954.

Kern Foods, Inc. has purchased land in Sharonville, Ohio, for a new factory building. The building, in a suburb of Cincinnati, will be approximately 100' X 250', and allow the Firm to expand their production of mints and hard candy specialties. It is hoped that they will be able to move into the plant this summer.

Herbert Candies, Inc., Massachusetts manufacturer and retailer of candies, has purchased land on Route 9 in Leicester for a factory to serve all their stores and for an additional roadside store.

William Burton, head of candy buying at **S. B. Pierce Co.**, is recovering at home after major surgery.

F. C. Hilker has been appointed Vice President in charge of advertising and public relations for **Jolly Rancher, Inc.** Hilker had been advertising Director for Eastman Oil Well Survey Company, Denver.

Gordon C. Young, Vice President and Director of Advertising, was elected to the Board of Directors of **Beech-Nut Life Savers, Inc.**



Powell Candy Company of St. Louis Park, Minnesota, solved a problem of employee feeding by the extensive use of vending machines. The key to the success of this feeding system is a vendor for hot foods that forms the main dish for employees. The machine is set up to heat and vend soups, chili and beef stew. Other hot dishes are available for this type of vending also.

Since the plant does not have employee feeding facilities on the premises, and there are no restaurants or diners close by, this extensive vending set-up is very convenient to employees, and solved a knotty personnel problem for management.



Makers of Fine Chocolate and Cocoa

MERCKENS CHOCOLATE COMPANY, INC.

155 Great Arrow Avenue, Buffalo 7, New York

BRANCHES AND WAREHOUSE STOCKS IN

BOSTON, NEW YORK, CHICAGO, LOS ANGELES, OAKLAND, SALT LAKE CITY, SEATTLE

Experts agree...



**For happier customers
and greater profits...**

BLUE RIBBON
S H E L L E D

WESTERN
BLACK WALNUTS

Lowest cost quality nuts!

- Selected from finest Western crops.
- Famous for flavor.
- "Conco" processed and size graded.
- Triple machine sorted and double hand picked to guarantee top quality kernels.

PACKERS OF THE FAMOUS

BLUE RIBBON

quality

**CALIFORNIA ALMONDS
ENGLISH WALNUTS**

Write for information:
CONTINENTAL NUT COMPANY
Chico, California

SUGAR REPORT

by Charles Fuchs

The feature in the sugar market during the month of February was the renewed strength which developed towards the end of the month in world futures and the subsequent advance in cash values up to 6.38. As a matter of comparison, on February 1st May futures sold at 5.10 and today's close shows this figure at 6.35. Likewise spot values on that same date were at 5.00 against today's spot price of 6.35. All of the above was brought about when the news broke that Russia was negotiating with Cuba for 200,000 tons of raw sugar and this sale was finally consummated at 5.85 F.A.S. It was understood that this was the balance remaining in the General Reserve quota in Cuba. In addition, this same source was interested in another 100,000 tons, along with the fact that heavy interest developed from other foreign countries.

The domestic market in the meantime, has held fairly steady with the spot price for raws holding the 6.10 to 6.15 range, while futures apparently influenced by the action in the world market advanced some 9 to 14 points in the last week of the month. Generally, refiners did not show too much interest in additional supplies as their inventory positions were good, both in raws and refined. Deliveries of refined were only on the moderate side and at the present writing figures indicate a decline of about 122,000 tons since the first of the year to February 23rd, compared to the same period last year.

Refined prices have remained intact due to the above with quotations in the Eastern market at 9.10 and beet sugars selling at 8.40 compared to cane at 8.70 in the Chicago and West area. Lower values seem to be in prospect at this writing, although this could be postponed for a while should the present trend continue.



CHOCOLATE

COATINGS • LIQUORS • COCOAS

60 Years of Fine Quality . . .

Maintaining and improving the goodness of our products over these many years has merited the continued use of our chocolate by many outstanding firms in the food industry.

We shall continue to strive for the betterment of product, taste, appearance, uniformity and performance for all who use Hooton Chocolate products.

HOOTON CHOCOLATE CO.

Fine Chocolate Since 1897

NEWARK 7

NEW JERSEY



The MANUFACTURING CONFECTIONER'S

Clearing House



MACHINERY FOR SALE

FOR SALE

Model S #3 Savage Fire Mixers.
50 gal. Model F-6 Savage Tilting Mixers, stainless kettle.
200 lb. Savage Flat Top Marshmallow Beaters.
Friend Bostonian Model and Merrow Cut-Rol Cream Center Machines.
50" two cylinder Werner Beater.
1000 lb. Werner Syrup Cooler.
200 lb. to 2000 lb. Chocolate Melters.
Simplex Gas Vacuum Cooker.
Simplex Steam Vacuum Cooker.
600 lb. Continuous Vacuum Cooker.
Form 3 and Form 6 Hildreth and Factory Model American Pullers.
8' and 7' York Batch Rollers.
National Model AB Steel Mogul.
National Wood Starch Buck.
38" Copper Revolving Pans.
Ball and Dayton Cream Beaters.
100 gal. Copper Mixing Kettle with Double Action Agitator.
We guarantee completely rebuilt.

SAVAGE BROS. CO.

2636 Gladys Ave. Chicago 12, Ill.

FOR SALE: BALL TYPE CREAM BEATER, with 5 HP 3-phase motor, inside 62" wide, 7" deep, capacity 300 lbs, perfect condition, \$495. 150 lb. Electric Heated, Racine Chocolate Melter, motor attached, perfect condition \$250. BARBARA FRITCHIE SHOPPES, Frederick, Md.

FOR SALE: 2W6 Hudson Sharp arranged for inner and outer wrap. Complete with glue attachment, heat sealer and tuck-under device, side feed, and electric eye. Box 1261 The MANUFACTURING CONFECTIONER.

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MACHINERY FOR SALE

FOR SALE: ONE 32" National Enrober. 2-Peerless Plastic Machines with 1 die each. 6-York Batch Rollers. 2-Old type Hansella Batch Rollers. 2-1,000 lb. National Chocolate Kettles. 1-800 lb. Duplex Chocolate Kettle. 1-Hudson Sharp Wrapping Machine with electric eye. 1-2 Barrel Reade Dough Mixer. 2-10 HP Mears Kane Steam Boiler. GOLD MEDAL CANDY CORP., 2849-67 WEST EIGHTH STREET, BROOKLYN 24, N. Y.

FOR SALE: Simplex Gas Fire Cooker, Racine Super Duplex Sucker Machine, Wrap-Ade Pop Wrapper, 3x6 Thos. Mills Slabs, 100-lb. Puller. Box 1264 The MANUFACTURING CONFECTIONER.

24" Greer enrober complete with tunnel, skakerhead, coils, York air conditioner, Latini stringer, packing table, Savage chocolate melter. See it in operation. Will sell as complete unit or piecemeal. Box 373. The MANUFACTURING CONFECTIONER.

FOR SALE: Rose 500, cylindrical piece 1" x 1/2"; GH-2 Package Machinery Wrapper; Hansella "late-type" Sizer; 600-lb. N.E. Continuous Cooker. Box 1262 The MANUFACTURING CONFECTIONER.

FOR SALE: Pulling Machine 25 lb. size nearly new \$395.00. Sucker Machine with rolls \$550.00. Tilting steam jacketed kettle \$95.00. Marshmallow beater with motor \$125.00. Water cooled steel slab 3 X 5 ft. \$50.00. Copper kettles 24 inch coating machine \$495.00. National Confectioners Machinery Co. P O Box 235, Cincinnati 1, Ohio

FOR SALE: 1-Practically New 32" Racine Chocolate Machine with 13,000# chocolate melter; tandem depositors; center unit extruder; 90' air tunnel and 2 tier packaging conveyor; fully motorized and controls for all conditions. Frank J. Hoffman Co., 1607 Howard St., Chicago 26, Ill.

WANTED: LARGE NATIONAL CANDY MANUFACTURER Seeks an aggressive executive to manage Sales and to develop Line for Jobbers, Distributors and Super-Markets. 5-10 Years Candy experience is preferred, but consideration will be given to man who has a thorough knowledge of distribution of merchandise through Brokers and Jobbers.

In reply state age, experience, present salary, and when available. All replies will be held in confidence. Reply Box 277, The MANUFACTURING CONFECTIONER.

MACHINERY FOR SALE

FOR SALE: TL-A Box Set-Up Package Machinery; Simplex Steam Vacuum Cooker; Lynch 5¢ patty Wrapper; 24" Greer Enrober with bottomer and Tunnel. Box 1263 The MANUFACTURING CONFECTIONER.

FOR SALE: 2-B 22 Package Machines for Hard Candy in good condition. 2-Model K Kiss Machines with automatic feed for wrapping balls 3/4" to 1" in diameter. GOLD MEDAL CANDY CORPORATION, 2849-67 West Eighth Street, Brooklyn 24, New York.

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Single compartment chocolate mixer, reducer 10 H.P. motor, extra equipment

RACINE

3 depositors (one 36" and two #539) complete conveyor system, cooling tunnel, many accessories. Write or telephone collect. E. M. McCarthy, 1715 Church St., Evanston, Illinois DA 8-3020 add to Machinery for Sale for March

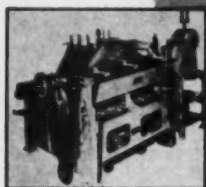
HELP WANTED

WANTED: LOZENGE FOREMAN to make lozenges, motto hearts, etc. Must have good knowledge of lozenge machinery and be qualified to take complete charge. Good opportunity for the right man. Plant located in Eastern Pennsylvania. Box 275 The MANUFACTURING CONFECTIONER.

Well known Eastern Pennsylvania candy manufacturer wants an aggressive candymaker to manage production and develop new lines. Must have practical experience and know-how and make a sizeable investment. Large present volume can be increased with additional items in available space. Write in full to Box 372, The Manufacturing Confectioner.



Hansella complete Plastic Lines with Liquid Center Pump, Automatic Batch Rollers, Sizers, Formers, Cooling Conveyors, and full selection of Dies.



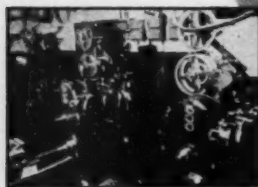
Werner "Super" Fully Automatic High Production Seamless Ball Machine with full selection of Rollers.



Package Machinery Co. Models LP and LP3 Sucker Wrappers.



Hohberger Automatic Ball Machine with Ball and Starlight Rollers.



Rose 500 RAF Form, Cut and Twist Wrap Machines for Toffees, etc.



Buffalo Scrap Recovery System consisting of Tank, Filter and 2 Stainless Steel Steam Jacketed Kettles.

These are exceptional offerings!

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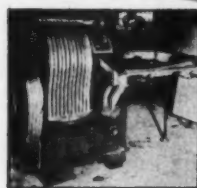
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Scandia Cellophane 5¢ Package Bundler.

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Berks Batch Mixers.

National Batch Mixer.

Hohberger Automatic Ball Machine, with Ball and Starlight Rollers.

Werner Fully Automatic "Super" Ball Machine, with Ball and Starlight Rollers.

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Racine latest Model EP Sucker Machine with Cooling Conveyor.

Racine Duplex Sucker Machine with Sallette and Sucker Rollers.

Racine Model M Die Pop Machine.

Brach Butter Cup Cutting Machine.

Hohberger Cutter with Conveyor.

Motor driven Ribbon Machine.

Widreth Form 6 Double Arm Puller.

Widreth Form 3, 100 lb. Pullers.

Hansella complete Plastic Lines with Liquid Center Pump, Automatic Batch Rollers, Sizers, Formers, Cooling Conveyors and full selection of Dies.

Forgrove Automatic Batch Roller with series of Sizing Rollers.

Justus Theegarten type S-2 Stainless Steel Vacuum Toffee Cooker with Agitator.

Hohberger 2000 lb. capacity per hour high production Vacuum Cookers with Stainless Steel Premelting Kettles.

Hohberger Continuous All-Pure high production Sugar Cooker.

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Cooling Tables, all sizes, 3' x 8', 4' x 10', 3' x 6'.

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Rosa F. W. T. 500 Cut and Fold Wrap Machines.

Rosa Automatic Batch Roller.

Rosa I. S. T. high speed Twist Wrappers.

Package Machinery Co. late style Fantail Model K Kiss Wrappers.

Package Machinery Co. Models LP and LP3 Sucker Wrappers.

Wrapade Pop Wrappers.

Forgrove Model 22B high speed Twist Wrappers.

Package Machinery Co. Model 22B high speed Twist Wrappers.

Package Machinery Co. Model KB late style Ball Wrapper.

SIG high speed Wrapper with "hopjes" type fold.

Latini Fully Automatic Sucker Former and Wrapper.

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FOR SALE: Complete wholesale and retail candy business for sale. Price is reasonable. Only an hour and a half from Chicago in an excellent industrial city. Owner wishes to retire. Write Box 274 **The MANUFACTURING CONFECTIONER**. All replies confidential.

Do you want to buy or merge with a well established medium sized firm manufacturing candy specialties in Eastern Pennsylvania? Large present volume can easily be increased with additional items in available space. Plant is modern and has new bulk sugar handling system and automatic machinery. Would make an Ideal East Coast set-up for a Mid-West manufacturer. Write to Box 371, **The MANUFACTURING CONFECTIONER**.

OPPORTUNITY . . . Here it is . . . Your own business in a quiet, small city . . . 3½ million population within 100 mile radius.

Will rent to a qualified, responsible and well recommended candy maker, a completely equipped candy manufacturing plant located in General New York State. Will also purchase from lessee approximately 40,000 pounds a year. If you've ever had an idea you'd like your own business here's your chance to do it with a minimum of capital. Write full particulars. Box 374, **The MANUFACTURING CONFECTIONER**.

MACHINERY WANTED

WANTED: 2W6 Camel Hudson-Sharp wrapping machine. Please state condition, quotation and where machine may be inspected. Box 862 **The MANUFACTURING CONFECTIONER**.

WANTED: Cut Rock Cutter; Continuous Buttercup Cutter; ball machine and small nut chopper. P. O. Box 825, Calexico, California.

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The Western Candy Conference opened with a Las Vegas theme and each exhibitor operated a game of chance in their booths. All kinds of games, from chuck-a-luck to roulette, were played with stage money furnished by exhibitors. In most booths, prizes were given that pertained in some way with the exhibitors products. The exhibition hall was draped with pennants, and the two-day exhibition was generally a very festive affair.

Some of the people who enjoyed these activities were photographed as shown on this and the following page.

Beginning at the upper left, and clockwise: Jack Phelan of Tootsie Roll with Leo Donahue and Al Gentz of Hollywood brands. --- George Thompson of Thompson's Candy House with Dick Savage of Savage Brothers --- Well McDonald of Mrs. J. G. McDonald Chocolate Co. with Jack Debrovaner of National Equipment Company -- Mrs. Henry Blommer with the Boldemans --- Art Robinson of Hubinger Hugh Ward of Bishop & Co. and Jack Wallenbrock of Hubinger --- Jack Walsh, Mrs. Harvey, Mrs. Walsh, Hal Harvey and Mike Tousey of Penick and Ford. --- Gene Fretz of Robert A. Johnston, Mr. and Mrs. Bob Voss of Voss Belting, Mrs. Ted Merckens, and Karl Nielson of Robert A. Johnston.





Upper right and counter-clockwise: Bill Cleary of W. A. Cleary Co. and C. Brandenburg of George A. Hormel Co. --- Dr. Katz of F. Ritter & Co. with Jim Startup of Startup Candy Co. --- Jim Perkins of Milprint, Inc. --- Bill Simms and Dick Amacher of Anheuser-Busch and Jack Seligman of Seligman Candy Company. --- Bill Boedecker and Mary Sonley of De Mets, Inc., with Bob Burke of Burke Products. --- Mr. and Mrs. Charles Becker of J. W. Greer Co., Howard Aylesworth of Burrell Belting Co. and Connie Cockinos of Greer. --- Tom Corrigan, Leonard Stone (behind Tom), Tom Connelly, Tom Newth and Frank Barbaro, all of Nestle. --- Paul Collins and Dick Patterson of Dow Chemical Saran Wrap. --- Joe Breninger of Clinton Corn Processing, Reed Robinson of Golden Nugget Sweets and R. C. Wagner of Clinton.

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Advertisers' INDEX

Advertisements of suppliers are a vital part of the industrial publication's service to its readers. The following firms are serving the readers of *The Manufacturing Confectioner* by placing their advertisements on its pages. The messages of these suppliers are certainly a part of the literature of the industry. Advertising space in *The Manufacturing Confectioner* is available only to firms supplying equipment, materials, and services for the use of confectionery manufacturers.



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doodlings

by tom sullivan

THIRTY-EIGHT percent of junior and senior high schools sell candy on a daily basis, according to a nationwide Scholastic Magazines survey.

Right now we'd bet a Picnic to a Dazzle bar that the JD (juvenile delinquency) rate is appreciably lower in these particular schools.



THERE IS NO adequate defense, except stupidity, against the impact of a new idea, says P. W. Bridgman.

Communism is hardly a new idea, but it has had and still has a terrific impact. Is stupidity the only adequate defense against it?

SECRETARY OF COMMERCE Sinclair Weeks assured us on February 7:

Business is good and the outlook also is good.

Now you can rest easy until the issuance of his next report on the nation's economy unless you happened to be "long" on a lot of "growth" stocks during the first few weeks in February.

NOTHING IS so embarrassing as watching the boss doing something you told him couldn't be done, avers the York Trade *Compositor*.

And sometimes when the "how" of it is revealed, no one is more embarrassed than the boss.

CHARLES F. KETTERING declared some months ago that "intelligent ignorance is the first requirement of research."

This may in part explain the existence of some split personalities in this field of endeavor and the reason some folks hesitate to buy their services.

HERE ARE A FEW ideas from a little publisher who leaped into a big income bracket while some of his big rivals limped into oblivion:

"Find something you can do better than anyone else. Do it—and steer clear of grandiose schemes.

"Hit your limited market hard. Don't just talk at your customers, listen to them—they may have better ideas than you do.

"Don't be afraid to reject business, if it strays from your sphere or threatens the quality of your product.

"Your product may have an unsuspected by-product. If you can find it, you've found extra profit.

"When you reap a profit, replant most of it."

NATIONAL SUGAR's Henry Helscher asked us recently who collaborates with us on doodlings. We suspected a com-

pliment somewhere in this remark but weren't sure until Henry allowed as how he reads the column religiously, and enjoys it. Well, that makes three of us: Henry, the editor, and this doodler.

DERAN CONFECTIONERY's Johnny Morrow found this one in the *Frankfurter Illustrierte*:

"Statistician Pinzlich wanted to get married but didn't want to have his wedding on the Tuesday his fiancée had selected. Asked about it point blank by his future father-in-law, Pinzlich explained:

"If we get married on a Tuesday we'd celebrate our silver anniversary on a Friday—and Friday is my bowling night!"

YAWNING, the *Journal of Lifetime Living* informs us, is a device of nature to enable husbands to open their mouths."

This reminds us of the G. I. who wrote home from Iran during World War II:

"It's nothing at all to see one native after another stretched out asleep on either side of the road, his mouth wide open and the flies moving in and out like cars moving in and out of the Holland Tunnel!"

MAX PLANCK, in *Science Digest*, advises that scientific discovery and scientific knowledge have been achieved only by those who have gone in pursuit of them without any practical purpose in view.

Now you can see what's wrong with that system you devised for beating the horses. The purpose in view has been too practical.

WE PSYCHIATRISTS, says one of them, talk about "conflict" and "guilt feelings"—the basis of most of our emotional disorders.

Perhaps you have here one of the reasons why so few successful business men are numbered among their clients.

WHERE TODAY is the baker who will give you that kind of dozen for your dough?

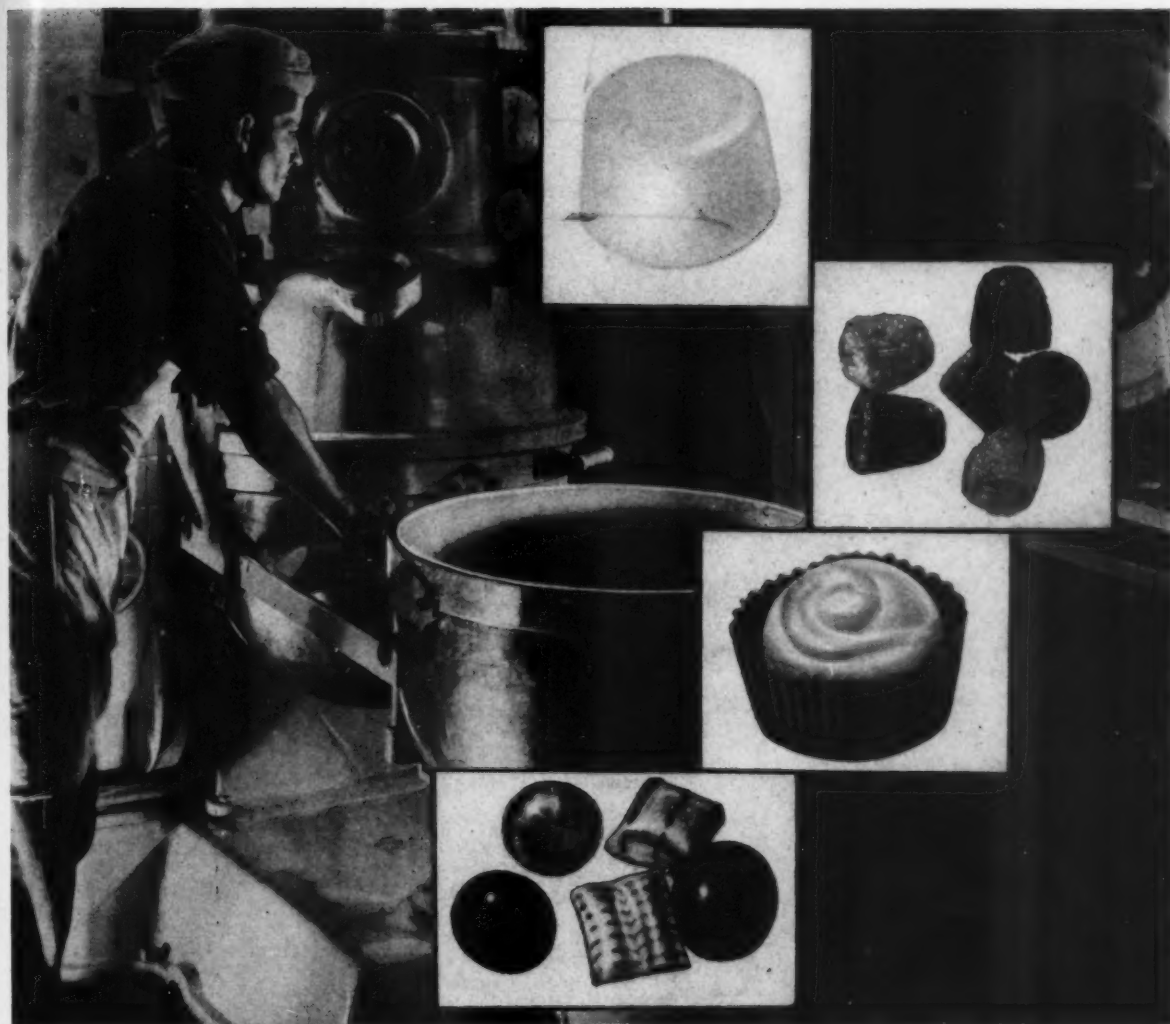
LIN YUTANG, Chinese philosopher:

"It's not so much what you believe in that matters, as the way in which you believe it, and proceed to translate that belief into action."

Most any competent safe cracker will go along with this notion.

PHILOSOPHICAL, according to *Highways of Happiness*, is what you find yourself having to be about what you don't like that you can't change.

OH, YES, and before meeting its last deadline, *Town Journal* reminded us that winter is when bare limbs are on trees.



Where to use regular and high conversion syrups for better candy...

If you produce hard candy, jellies, gums, fondants or marshmallows, you will find a Rex or Globe Corn Syrup that is perfect for the job. Available in a broad range of types and fluidities, each is perfect for certain candies—and together they cover the field.

Regular conversion Globe is ideal for blending with hard candy ingredients. It prevents undesirable color changes, stickiness and graininess. Rex and high-conversion Globe produce an excellent "bob," as well as giving body and retaining moisture in marshmallows and gums.

ASK THE MAN FROM CORN PRODUCTS about the specific Globe or Rex Corn Syrup best suited to your needs. He can show you how to balance formulas and control results with these excellent products.



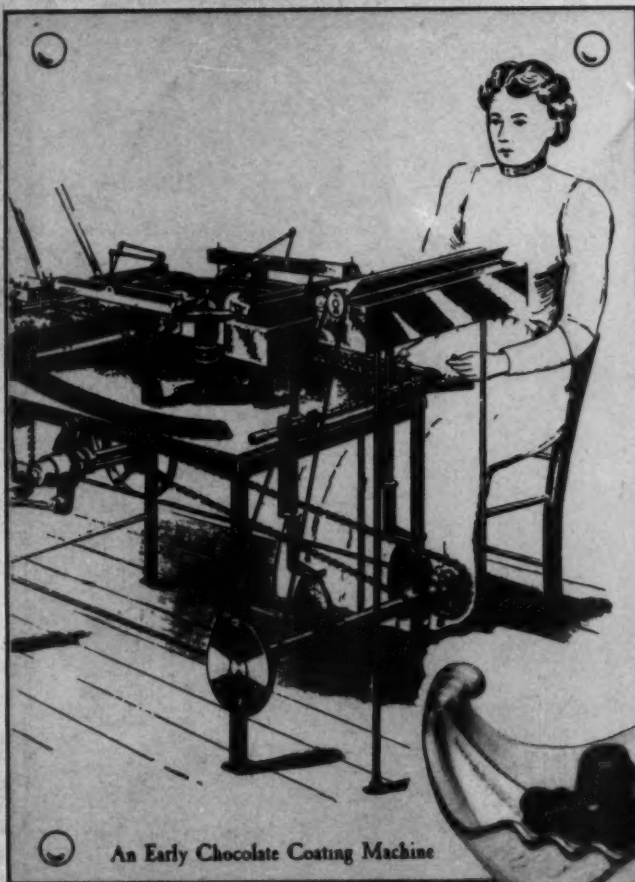
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